NATIONAL PETROLEUM NEWS

December 7, 1949 — Vol. 41—No. 49

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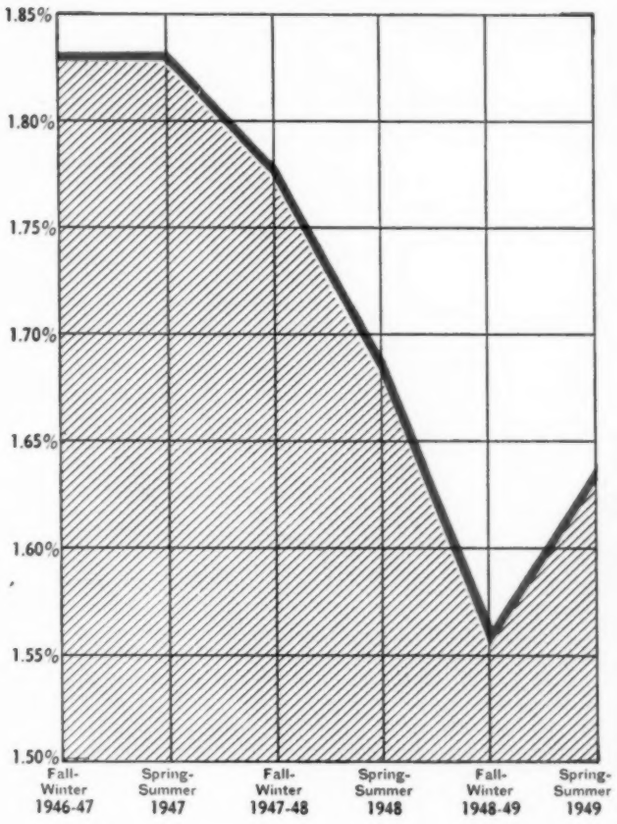
DETROIT

Oil-to-Gasoline Sales Ratio Reverses Downward Trend

Percentage of Motor Oil to Gasoline Sales



The fall-winter season of 1948-49 saw the nationwide ratio of oil-to-gasoline sales at service stations hit a low point. Percentage of motor oil sales to gasoline sales was 1.56. During the spring and summer of 1949 this percentage rose quite sharply to 1.64%, but still short of the spring-summer figure of 1.69% for 1948 (see chart at left). An NPN survey of motor oil sales ratio shows that the steady decline in lube sales from the spring-summer of 1947 through the fall-winter of 1948-49 has finally been reversed. But a steep climb remains ahead if ratios are to be brought up to the 1946-47 fall-winter level. This week NPN's news editor reports on the latest motor oil survey, giving a breakdown on sales and percentages for the five districts of the nation. P. 13.

Planning for Profit

Careful analysis of conditions affecting local market is one of prime requisites for assuring profitable investment by oil jobbers. Staff writer discusses main questions involved in determining how local business prospects should be weighed against developments which may affect gallonage. Outline gives procedure to follow in deciding what kind of expansion or rehabilitation will give the biggest profit return. P. 22.

River Oil Barging Is Complex Job

Associate editor of NPN recently spent a vacation as a guest of an oil company on its towboat on Ohio River. This week he tells a story of his observations while on an oil barging trip. He describes the skill and experience of veteran river men and how their technique, combined with modern equipment, speeds the movement of petroleum on the nation's inland waterways. P. 34.

Oil Marketing Pumps Discussed

First in series of two articles on pumps used by oil marketers explains principles of operation, applications, and advantages and disadvantages of centrifugal pumps, particularly the self-priming type. Second article, to appear in an early edition of NPN, will discuss rotary pumps. Material for the series was compiled through co-operation of numerous oil equipment manufacturers. P. 28.

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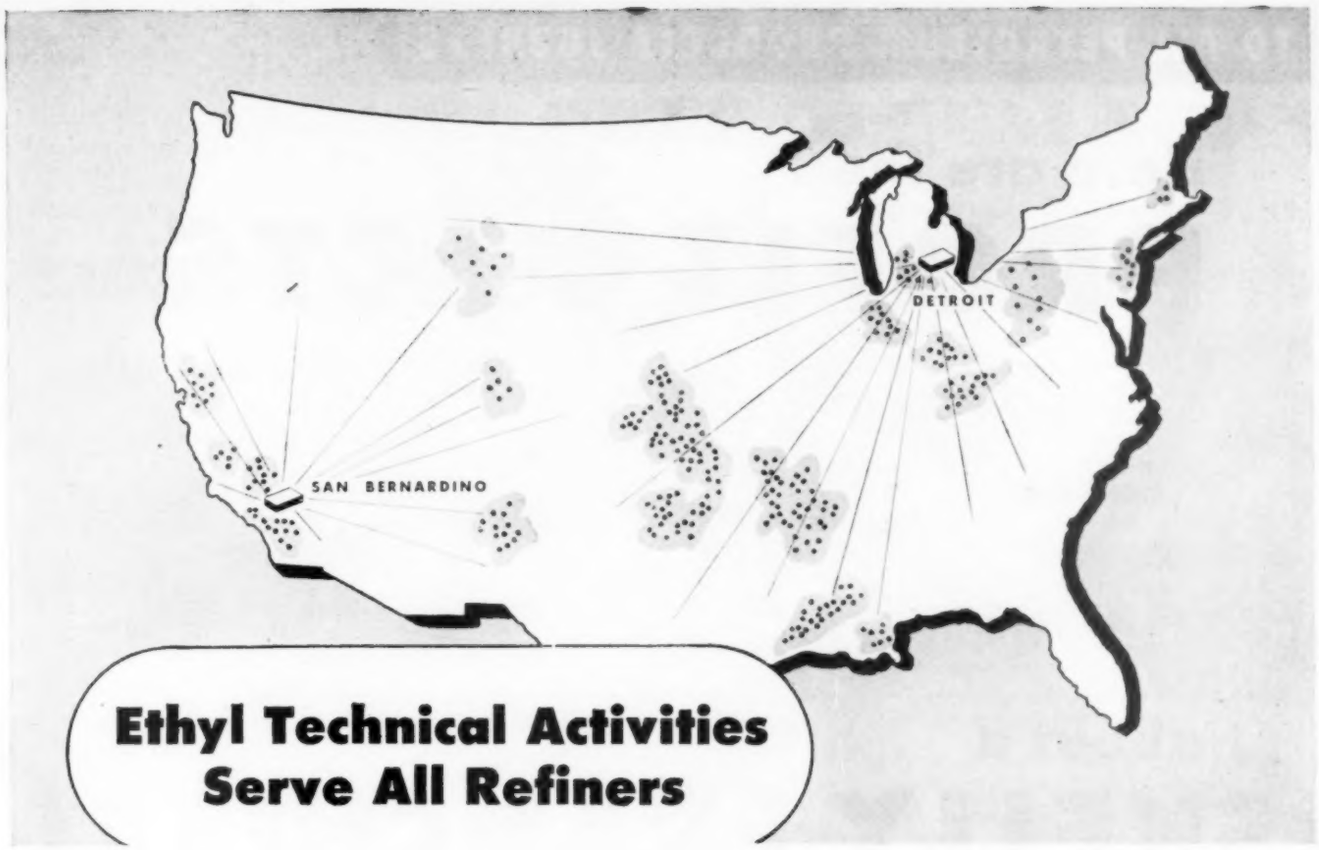

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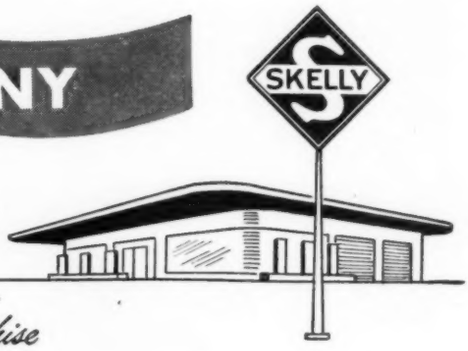

The Sign of a Profitable Franchise

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NATIONAL PETROLEUM NEWS

Vol. 41—No. 49 ESTABLISHED 1909 **December 7, 1949**

THE NEWS WEEKLY OF THE OIL INDUSTRY

COMING MEETINGS

JANUARY

Society of Automotive Engineers, annual meeting, Book-Cadillac Hotel, Detroit, Mich., Jan. 9-13.
Kentucky Petroleum Marketers Assn., trade show and annual convention, Hotel Brown, Louisville, Ky., Jan. 10-11.
North Carolina Oil Jobbers Assn., Raleigh, N. C., Jan. 11.
Northwest Petroleum Assn., St. Paul Hotel, St. Paul, Minn., Jan. 11-12.
Florida Independent Petroleum Marketers Assn., Hotel George Washington, Jacksonville, Fla., Jan. 20.
Georgia Independent Oilmen's Assn., annual convention, Hotel Dempsey, Macon, Ga., Jan. 26.
National Council of Private Motor Truck Owners, Inc., 11th annual meeting, Hotel Commodore, New York, N. Y., Jan. 26-27.

FEBRUARY

Kansas Oil Men's Assn., annual convention, Lassen Hotel, Wichita, Kansas, Feb. 6-7.
National Truck Tank and Trailer Tank Institute, annual meeting, Hotel Morrison, Chicago, Ill., Feb. 14-15.
Illinois Petroleum Marketers Assn., exhibit show and convention, Hotel Pere Marquette, Peoria, Ill., Feb. 14-16.
Iowa Independent Oil Jobbers Assn., convention, Des Moines, Iowa, Feb. 21-23.
Wisconsin Petroleum Assn., 24th annual convention, Hotel Schroeder and Milwaukee Auditorium, Milwaukee, Wisc., Feb. 28-March 1.

MARCH

Ohio Petroleum Marketers Assn., annual convention and marketing exposition, Hotel Deshler-Wallick, Columbus, Ohio, March 7-9.
American Petroleum Institute, division of production, Southwestern district, Adolphus Hotel, Dallas, Texas, March 8-10.
Indiana Independent Petroleum Assn., Inc., Hotel Severin, Indianapolis, Ind., March 9-10.
Missouri Petroleum Assn., annual trade show and convention, Jefferson Hotel, St. Louis, Mo., March 13-14.
Western Petroleum Refiners Assn., annual meeting, Plaza Hotel, San Antonio, Texas, March 27-29.
American Petroleum Institute, division of production, Mid-continent division, Skirvin Hotel, Oklahoma City, Okla., March 29-31.

APRIL

National Petroleum Assn., Hotel Cleveland, Cleveland, Ohio, April 12-14.
Michigan Petroleum Assn., convention and exhibit, Detroit Leland Hotel, Detroit, Mich., April 18-19.
Oil Heat Institute of America, 27th annual convention and exposition, Philadelphia, Pa., April 24-28.
Natural Gasoline Association of America, 29th annual convention, Texas Hotel, Fort Worth, Texas, April 24-26.
American Petroleum Institute, marketing division, Kansas City, Mo., April 24-25.
National Highway Users Conference, third highway transportation congress, Hotel Mayflower, Washington, D. C., April 26-27.
National Tank Truck Carriers, Inc., mid-year meeting, Palmer House, Chicago, Ill., April 27-29.

MAY

American Petroleum Institute, division of refining, mid-year meeting, Hotel Cleveland, Cleveland, Ohio, May 1-4.
Fuel Oil Distributors Association of New Jersey, annual convention and exhibit, Berkeley-Carteret Hotel, Asbury Park, N. J., May 4-5.
Liquefied Petroleum Gas Assn., annual convention and trade show, Palmer House, Chicago, Ill., May 8-11.
American Petroleum Institute, division of production, Pacific coast district, Biltmore Hotel, Los Angeles, Calif., May 11-12.
Empire State Petroleum Assn., Hotel Roosevelt, New York, N. Y., May 14-16.

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AHEAD *of the* NEWS

PLENTY OF DRIVERS, TOO—Fuel oil distributors are all set for a "normal" winter, if it should turn out to be that kind. By that they mean one with plenty of cold weather. They have plenty of products, plenty of equipment, plenty of applicants for truck driving jobs, and plenty of ideas on delivery efficiency which they haven't had a chance to try out for several years. Three winters ago equipment and men were scarce; two winters ago product was scarce; last winter was too warm in most places, too severe in others. Now, with the men, trucks and supplies they need, they are hoping for a chance to give good management a workout.

●

DE-BUNKERED—Having eliminated the last remaining obstacle, the Bureau of Mines plans soon to begin publishing statistics on world consumption of bunker fuels. The figures will be incorporated in the bureau's recently inaugurated world oil production and refining report. Originally, the bureau had planned to include the bunker statistics in its first issue of the world report, but has been able only now to complete arrangements with the British for the relaying of bunker statistics from sterling-oil areas.

●

AID REDUCTION—Washington sources are speculating that President Truman will ask Congress in January to assess highway, waterway and airport users with higher federal charges for development and maintenance. Prompting this belief is the report that recommendations for increased gasoline taxes, weight and mileage levies, toll roads, etc., were embodied in a plan submitted by Commerce Secretary Sawyer last week to the President for unification of the government's transportation systems.

●

MEXICAN LOAN—Reports from south of the border indicate the Mexican government is prepared to give the U. S. "project-by-project" control over the spending of a proposed cash loan for oil developments, providing no official strings are attached to a U. S. offer and none required in the Mexican acceptance. Loan negotiations, now resumed, once broke down because the State Department demanded certain conditions from the Mexicans. The latter are said to feel that the proposed loan could be established as "a line of credit" in this country with the U. S. reserving the right to parcel out the funds on a project-by-project basis. Whether this can be worked out depends upon man-to-man talks between U. S. Ambassador Thurston and President Aleman of Mexico.

VISITORS WANTED—There is a feeling among some state conservation officials that key members of Congress should be invited to come to the producing states, sit in on proration hearings and get first-hand information on how the states handle conservation. They believe that the work the states are doing would be much better understood on the scene than if they went to Washington and testified before hurried and often poorly attended committee meetings.

●

ANOTHER TRY—Though congressmen apparently are less interested in a synthetics fuels program now than during the supply-demand pinch two years ago, it is virtually certain that the Interior Department will make a big effort to get some kind of a synthetics bill passed at the coming session of Congress. The substitution of Chapman for Krug as head man at Interior can be expected to intensify the effort.

●

OIL ON WATER—Reports, as yet unconfirmed, are that several oil companies are looking for river sites along the Upper Mississippi. In some instances companies are said to be planning new river terminal facilities, while others are merely seeking additional land or sites to expand current operations.

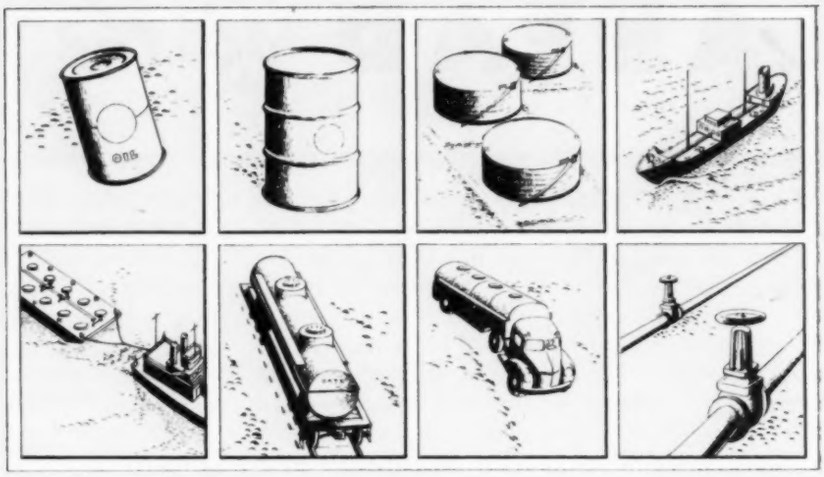
●

STERLING-OIL SQUEEZE—Certain high military figures have told congressional sources they favor using any means at hand to compel the British to relax currency exchange controls, which they see as threatening real danger to the American position in foreign oil producing areas. The means they suggest even include the withholding of Marshall Plan money.

●

AGAIN IN '50?—Look for William J. Murray, Jr., to seek election again next year to the Texas Railroad Commission. The young engineer-geologist was seriously injured in a Labor Day automobile accident, but is recovering satisfactorily. Mr. Murray first was appointed to the late Beauford H. Jester's unexpired term on the Texas regulatory body. Last year, the voters elected him to the last two-years of Jester's six-year commission term. In 1950, Texans will choose a commissioner for a six-year term.

Which fits into



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Mr. Yocom

WASHINGTON—By Herbert A. Yocom

Independent Tire Dealer Tactics May Hit Consumer the Hardest

Independent tire dealers for a long time have been campaigning to get the oil companies out of the business of selling tires.

In past years, their method of attacking what they say is a conspiracy between the tire manufacturers and the major oil companies was to seek congressional enactment of legislation that would compel the marketing of tires entirely through independent tire dealer outlets.

They even got Sen. Ellender of Louisiana to sponsor a bill for them in each of several Congresses. Everyone remembers the Ellender Tire Bill, which later became the Murray Bill, Sen. Murray of Montana having taken it under his wing after his colleague from Louisiana apparently tired of the struggle and threw in the sponge.

More recently, the tire dealers have turned to the FTC for help and now they are really in hopes of going places at long last.

The FTC's proposed rule fixing maximum quantity discounts on tire purchases is an outcome of their efforts. While not entirely what they want, in that it would not drive oil out of the tire business, it would at least have the effect, if adopted, of cutting down on any possible price advantage growing out of the oil industry's ability to make mass purchases of tires and earn a larger discount than the independent tire dealer.

There is a fly, however, in the tire dealer ointment. A big one, too: Where is the ultimate purchaser—the motorist, Mr. John Q. Public—going to get off if the tire dealers manage to put this one over?

That is something that is giving even FTC itself some pause. As Lowell Mason, FTC's acting chairman and its habitual one-man minority, says, it poses for the commission the major economic question of whether mass purchasing power results in benefits to consumers or whether it would be more in the public interest to curtail such power.

If it were safe to hazard a guess it would be that Mr. Mason personally inclines to the consumers' side on this issue, because he is a staunch advocate of what has come to be known as "hard competition."

There is strong evidence of similar sentiment elsewhere in the Washington administration, if not among Mr. Mason's colleagues on the FTC, the latest outstanding example being furnished by Charles Sawyer, the secretary of Commerce. The latter was speaking in a vein definitely not to the liking of the independent tire dealers when, in a talk to the Outdoor Advertising Assn. of America up in Detroit last week, he declared:

"In examining the costs of distribution as compared with the costs of production we must remember that it is the gains in the total standard of living that count. One of the best examples I know to illustrate this point concerns the production and distribution of automobile tires. In 1921 a tire was a major expense—and a set of tires was virtually a capital investment. In the next decade great improvements were made in all phases of the tire industry. Better sources of rubber were developed. Factory technology was vastly improved, and marketing techniques became better and more efficient. By 1933 the price of tires had declined by at least 50%. And the quality had been vastly improved. The cost of production and the cost of raw materials dropped much faster than the cost of distribution. It was the elaborate new system for distributing tires, however—including advertising, transportation, wholesaling, and retailing at hundreds of thousands of service stations and other outlets that had helped to create a tremendous mass market for tires. The existence of this mass market made it possible to develop vastly cheaper methods of producing, processing, and manufacturing rubber into the final product."

* * *

It now develops that if any one has been overlooking a bet in not assuring greater oil industry participation in those "Civilian Orientation Conferences" sponsored by the secretary of Defense, the blame properly attaches on the industry side of the fence, not the military.

A couple of weeks ago this correspondent wrote that only five of some 400 individuals participating to date in these events had been oil men. We suggested that somewhere along the line some one should have seen to it that more oil men were afforded the opportunity of joining in the conferences. We said also, in effect, that acceptance ought to be a must for any oil man who might be invited in the future to participate.

Well, the only catch is that the secretary's office now advises that it doesn't feel that there has been any overlooking or slighting of the industry so far as the military are concerned. Moreover, it comes up with figures that prove its point:

Since the inception of this important series of conferences it has extended invitations to no less than 23 oil men, including some of the very topmost in the business, and gotten only seven (not five) acceptances. Had all managed to attend, that would have made for an altogether respectable showing of 4-plus oil men in attendance on each meeting.

Whose face (s) should be red now, if not that of this correspondent?

NOTE: The sixth in the series of Civilian Orientation Conferences sponsored by Secretary Johnson probably will be held in April, 1950.

Mr. Castle

MIDWEST—By Leonard Castle

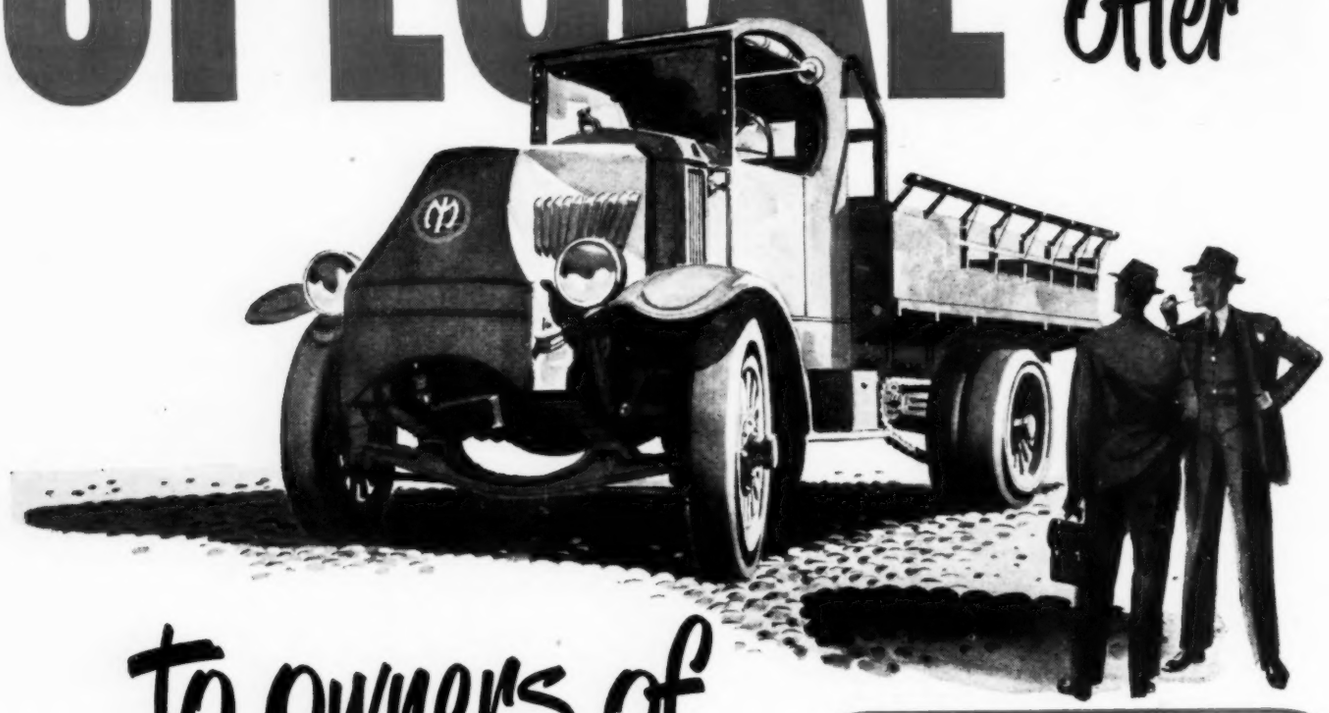
Jobber Council District Setup Should Expedite Group's Action

It appears that the position of the National Oil Jobbers Council has been strengthened considerably by adoption of the new system of districts which places states with much the same marketing problems within the same district under a district director. (Map of the new districts appears on p. 21 of this NPN).

This means that when a problem arises affecting a group of contiguous states, but perhaps no others, those states will be able to move rapidly as a unit for a solution. The national organization then will be able to devote most of its energies to the consideration of purely national problems, except when district problems become so acute as to warrant the attention of the parent body.

Good example of a district setup because of the common probems of its states is District 6, composed of Kansas, Oklahoma, Texas, Louisiana,

SPECIAL trade-in offer



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*** At the last official count of R. L. Polk, there were 12,970 MACK TRUCKS 15 years and older still in operation.**

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Mack Trucks, Inc., Empire State Bldg., New York 1, N. Y. Factories at Allentown, Pa.; Plainfield, N. J.; New Brunswick, N. J.; Long Island City, N. Y. Factory branches and dealers in all principal cities for service and parts. In Canada: Mack Trucks of Canada, Ltd.

Arkansas and Missouri. It will be noted that all of these states, with the exception of Missouri, are big producers of crude and contain a number of small refineries. As a result, they have marketing problems which do not arise in non-producing states such as the Dakotas, Minnesota and Wisconsin.

The Midwest was broken into two five-state districts rather than to form a cumbersome 10 or 11 state area. But, in addition, it is worth noting that marketing problems vary somewhat between the western and eastern segments of the Midwest. Problems in Ohio, Michigan and Indiana, for example, might be greatly different from those in the Dakotas, Iowa and Nebraska.

To complete the picture of adjoining states working together to solve common problems, the northeastern states are grouped in one district, the southeastern states in another and the south central states in yet another.

* * *

Thirty-seven states are included within the borders of the six districts, the only sections of the country not included being the Rocky Mountain and Far West, where jobbers to date have not been active as groups. Of the 37 states included in the six districts, 24 of them have state jobber associations which are members of the national council. Those states without associations were made parts of the districts, however, because any problems affecting them were considered likely to be of concern to all the neighboring states. Here are the new districts by states:

District 1—Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, Connecticut, New York, Pennsyvania, New Jersey, Delaware, Maryland, Virginia and West Virginia. (States in this district with active associations are New York, Pennsylvania and Virginia. A state association is being formed in New Jersey).

District 2—North Carolina, South Carolina, Georgia and Florida. (All of these states have associations).

District 3 — Wisconsin, Illinois, Michigan, Indiana and Ohio. (All of these states have associations although the Michigan and Ohio groups do not belong to the national council).

District 4—Kentucky, Tennessee, Alabama and Mississippi. (All except Mississippi have state associations).

District 5—North Dakota, South Dakota, Nebraska, Minnesota and Iowa. (All have state associations, North Dakota being a part of the Northwest Petroleum Assn.).

District 6 — Kansas, Oklahoma, Texas, Missouri, Arkansas and Louisiana. (Oklahoma has no association. Texas jobbers recently formed an association which is the newest member of the national council. Louisiana jobbers are taking preliminary steps toward organizing).

* * *

H. F. Horning, newly elected secretary of the national council and secretary of the Northwest Petroleum Assn. is preparing a work book for council members and expects to issue it about Dec. 15. Included in the book will be such data as district maps, bylaws, committee assignments, dues schedules, financial statements, history of minutes and pages for note taking.

At past meetings, Mr. Horning explained, too much time was wasted by members seeking information about matters which now will be at their fingertips. If, for example, a member wants to know something about the bylaws all he'll have to do is look it up in his work book without wasting the time of other members by asking questions. Mr. Horning believes this will result in more efficient council meetings with more time being made available for the settlement of important matters.

Another innovation planned by Mr. Horning is to have all council members seated at a round table at business meetings instead of on rows of chairs. When it was pointed out that a gigantic table would be needed to handle the 50-odd members who attended the last council meeting in November, Mr. Horning replied: "It'll be my job to find a table big enough. And the more members who attend the meetings the larger the table will be."

Mr. Bjorkback

ATLANTIC COAST—By Raymond E. Bjorkback

A Service Station Training Plan 'Grows' in Brooklyn

A plan is growing in Brooklyn to make the man on the gasoline pump island a better salesman for his employer and his industry. He would go on the job already trained in the public vocational school, bringing to that job a technical background which many a dealer could not give him.

If the plan, an Oil Industry Information Committee project, is successful, it will be offered through OIIC groups all over the country.

Enthusiasm for the plan among its advocates hit a new high at a dinner meeting for oil company executives at the Brooklyn High School of Auto Trades, held as part of the 1949 observance of Oil Progress Week.

One of the oil men asked a member of the faculty why crankcase oil should be changed, and how often changes should be made. The instructor reeled off more reasons for frequent changes and more general information on the subject than most of the oil men had at their tongues' tips.

This school turns out garagemen. Before long it probably will be turning out service station men, too, school authorities having shown a ready willingness to provide the necessary instruction.

To the school has been submitted a group of publications, certain of them with wide acceptance in the industry, recommended for use as textbooks. These were selected by a three-man committee appointed by Q. W. Regestein, Socony-Vacuum, New York state OIIC chairman. On the committee are: L. T. White, Petroleum Advisers, Inc., a member of the steering committee of the New York-New Jersey division of OIIC; John F. Albright, Socony-Vacuum, assistant to the New York state OIIC chairman, and L. V. Maher, Gulf Oil, of the New York City area OIIC committee.

With the publications as a starter, the Brooklyn school's faculty is to devise a proposed training program. This will be submitted to the committee for such alterations as they deem indicated, and when a program is agreed upon, the school will invite enrollment of students for the service station course.

* * *

Potentialities for establishment of similar training courses throughout the country are great, in the opinion of the OIIC committee. Vocational training schools are "practically everywhere," and more numerous than generally supposed, according to the committee, these schools' activities being supported in part by federal funds.

Inquiry at automotive trade schools almost invariably will disclose that they do not offer instruction in combustion and lubrication—but will in-

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Continental's flaring pail comes in 10, 25 or 40 lb. sizes. The straight-side pail comes in 25, 35 or 50 lb. sizes. For further information on these high quality pails and how they can help you, call on Continental.

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spire the question, "Does the industry want it?" says Chairman White. He's found many trade school heads who have assured him, "We'll teach anything that businessmen want."

The committee points out also that the vocational school provides "the backbone of the service trades," with a substantial percentage of vocational school graduates yearly going into business for themselves.

The committee feels that the idea of vocational training for service station work merits attention for the further reason that the owner of a new automobile all too often has a predilection for the automobile agency for the servicing of his car—a predilection born of the thought that the agency "knows" his car.

Expertness in the service station can do much to correct this situation, the committee suggests. Efficient, courteous service will increase sales, and it will increase the public's respect for the industry.

* * *

Mr. White, addressing the Oil Progress Week gathering at the Brooklyn school, made some observations which reveal further how the OIIC committee regards the vocational school project:

"We know what the public wants. They want to operate their automobiles with more pleasure, safety and efficiency. They want all of these things at less cost to themselves. The men at the gas pumps are the point of contact between the oil industry and the public. We can improve our public relations when our representatives know better how to attract, please, serve and satisfy the customer.

"Here, the men who represent us can acquire knowledge and skill in pleasing the public. When you realize these are public schools paid for by the public in its desire to have better service, we realize that we're bound to please the public if we use these facilities which they are offering us.

"As you inspect the fine equipment here, as you meet the very able faculty members, it is hoped that you will leave good impressions so that the graduates of these schools will want to work in the oil industry.

"We hope that you will impress on these teachers and students that the oil industry is a fine one in which to work. There are many opportunities for jobs as helper, there are many opportunities for small businessmen who operate their own service stations."

Mr. Breese

PACIFIC COAST—By Frank Breese

Oil Industry Strikes Back At Critics on Smog Issue

If it's not one thing, it's another. It seems the problem of oil's relations with the public is a constant, and never ending one.

For the industry, the Los Angeles smog situation is one of the most nagging problems. The worse the smog, the more recriminating are the criticisms of the industry for operating refineries in Los Angeles Basin. Although there is no definite proof that the industry is a principal culprit, it's still suffering from an accusation made by former smog chief Louis McCabe a year ago. Refineries, he said, were the main contributor. General inference drawn was that oil refineries were meant, although he didn't single them out.

That widely-publicized charge stuck in the public mind. Now when the heavy clouds of smog roll in, irritating eyes, nose and throat, the common reaction is, "Why doesn't somebody do something about this? Those (blank-blank) oil companies!"

This time it was the worst yet. So was the criticism of oil companies.

Up to now, the industry has been trying to handle the charges politely, countering with statements of effort and explaining what the industry is doing. It's questionable whether very many readers have been impressed by this stand.

Last week the industry literally blew its top. In a blistering statement issued in behalf of the Western Oil and Gas Assn., President Reese H. Taylor rumbled, "The oil industry is fed up with being the whipping boy for every misinformed person claiming to be an expert on smog."

Then in terse, simple language, he stated the industry's case and challenged the critics to do as much about smog as the industry is before sounding off.

Despite this effort, the metropolitan press carried the Taylor statement on inside pages while bannering on the front page the renewed attacks on the industry.

* * *

Serve Yourself Gasoline Stations Assn., Inc., reported this week that most of its members will go to jail before they'll change their gasoline price signs.

The association polled its members on the current issue. An amended state law requires stations to display retail prices so the size will be as big as the advertised savings. As the issue became hotter and hotter, with enforcement officers pressuring dealers to conform, the association canvassed its members to see how they stood.

Dan Lundberg, executive secretary of the association, reported that 52 operators indicated they were ready to follow one of their members to court with a "not guilty" plea before altering their present "serve yourself and save" signs. The self-serve dealers are more concerned with defending the right to display their special appeal—serve yourself and save—than with the necessity of putting retail price in big numerals.

Lundberg's report said of 105 California members, four had actually changed their main signs. Forty per cent of them posted retail prices near or on their signs, "in an apparent effort to live with the law", said Lundberg. Most of them, Lundberg continued, are still in line for arrest and still prefer arrest to altering their serve-yourself-and-save setup.

Said Lundberg, "Eighty-six per cent indicated they were willing to be cited and would plead not guilty and ask for a jury trial. In exposing themselves to arrest, they feel that the motorists will recognize the difference between their refusal to submit to what they consider an unfair law, and customary reasons for arrests."

* * *

Shell Oil completed a new waterfront terminal at Tacoma, Wash., newest phase of the company's $6,000,000 West Coast expansion program.

All of Shell's receiving, packaging and distributing facilities in Tacoma have been consolidated at the new plant. This is designed to keep the present monthly flow of more than 2,000,000 gals. of petroleum flowing from the Tacoma terminal into an area including a large portion of southern Washington.

The new marketing facilities handle products by tank car, transport truck, tank barge and ocean-going tanker. Growing from a nucleus of garage facilities and a tank farm already in use, the completely modern bulk terminal now includes an administration building, a high speed truck fill stand, a 5,650-square ft. warehouse, a 3,150-square ft. barrel platform and a bulk petroleum storage area consisting of 14 tanks.

G. "Ed" Phillips... Salesman, Oil Jobber, Association President

The alert, vigorous Pennsylvania Petroleum Assn., three years young, has a new president whose personal characteristics match its own to a remarkable "T."

G. E. Phillips has more than doubled the business of the Juniata Valley Gas & Oil Co., Lewistown, Pa., since he bought its stock in 1945. He has built one of its four service stations, added two bays to another and one bay to a third, and plans to erect two more stations early next spring.

When he was a Tide Water Associated salesman calling on jobbers and distributors, he rolled up automobile mileage of 50,000 and 60,000 per year—in Maryland and Delaware. Later, as a Tide Water special representative, he covered those states and also Virginia, Pennsylvania and New Jersey.

He was a member of the Pennsylvania association's original board of directors—acted as vice president in the formation of the trade group—and has missed only one board meeting.

Ed Phillips is a Rotarian and Mason, a member of the Elks Club, the Methodist Church, the official board of his church and the Lewistown Chamber of Commerce. Also, he takes part in civic activities such as community fund and other campaigns, and he's a baseball and football fan.

Born at Salisbury, Md., April 15, 1898, he's been selling ever since 1914 when he took his first job, in a garage. He left the garage's gasoline pumps and tires to sell in other fields—automotive, public utilities, dental supply and life insurance—but returned to oil in 1930 with Tide Water, whose products he now distributes.

Juniata Valley operates in Mifflin, Juniata and Huntington Counties of Pennsylvania, and part of a fourth county, Perry. It has two bulk plants, one at Lewistown, the other at Huntington; three tank trucks and a service truck.

The company has one vice president—Mrs. Phillips.

NATIONAL PETROLEUM NEWS

VOLUME 41—Number 49 December 7, 1949

Motor Oil to 'Gas' Sales Ratio Rising But Fails to Equal '48, Survey Shows

Sale of Motor Oil for Spring-Summer of 1949 Is 1.64% as Compared with 1.69% Last Year

By PAUL WOLLSTADT
NPN News Editor

The percentage of motor oil sales to gasoline sales at oil company retail outlets showed a slight increase for the spring and summer of 1949 over the fall and winter of 1948-49. The ratio, however, was lower than in the spring and summer of 1948.

A survey just completed by NATIONAL PETROLEUM NEWS covers the spring and summer months of 1947, 1948 and 1949. The current survey, combined with a previous survey by NPN (see June 22 issue, p. 13), shows the following national average ratios by six-month periods for the last three years: (Fall and winter includes period from October through March; spring and summer from April through September)

Fall-Winter 1946-47	1.83%
Spring-Summer 1947	1.83%
Fall-Winter 1947-48	1.78%
Spring-Summer 1948	1.69%
Fall-Winter 1948-49	1.56%
Spring-Summer 1949	1.64%

Table I provides a comparison of the six periods according to the five districts used by the Petroleum Administration for War. The boundaries of the districts are shown in the map on p. 14.

Twenty-five companies, including all but four of the major oil companies, submitted information for both of the surveys to NPN on a confidential basis. In compiling national and district averages, the replies were weighted according to the volume of sales of each of the participating companies.

The improvement in percentages between last fall and winter to spring and summer is the first good news on motor oil ratios the industry has had in more than three years. Though the ratio for 1949 spring-summer is below that of the comparable period a year earlier, even those figures are encouraging for they show a definite leveling off of what was a sharp trend toward lower ratios.

It is worth noting that this development has come in the face of two supposed obstacles:

1. The first postwar recession.
2. The anti-oil change publicity, notably the 4,000-mile change recommendation of the Bureau of Federal Supply and Harlan Manchester's article in *Reader's Digest*.

The Bureau of Federal Supply recommendation was made in the last week of 1948 and Mr. Manchester's article appeared in the April, 1949, issue of *Reader's Digest*. If these two blasts were to have any effect, the spring-summer ratios of 1949 should have carried the brunt of them.

Industry Took Action

It is reasonable to assume, however, that this adverse publicity to the general public was offset at least in part by the industry's greater efforts to see that the facts about oil change were understood down the line of distribution within the industry itself. The paper on oil change by Dayton Clark of Gulf, then chairman of the API Lubrication Committee, is an example of how the industry acted to see that oil men got the facts. More than 150,000 copies were reprinted from NATIONAL PETROLEUM NEWS, with additional distribution through oil company house organs. In addition, more than 50,000 reprints of other NPN articles on oil change were distributed.

Mr. Manchester's article may have done more good than harm to motor oil sales because the industry was given a special spur to action by his implication that everyone in oil marketing was trying to put something over on the public.

In NPN's current motor oil survey, the 25 participating companies submitted a total of 42 reports by former PAW districts. Included in the 25 companies are four Independent jobbers who keep detailed records on all phases of their business operations.

Companies to which questionnaires were sent were asked to report only on sales through retail outlets (dealer, lessee and company-operated) with commercial and wholesale business excluded.

District 2 Ratio Highest

In each of the three years covered in the spring-summer survey, the highest average ratio was in District 2, the Midwest. The previous fall-winter survey had shown District 4, the Rocky Mountain area, to be highest in the three years covered. District 4 was the only one to have a lower ratio in the spring-summer of

Table I—Comparison of Results of Second and Third NPN Surveys on Motor Oil Ratios

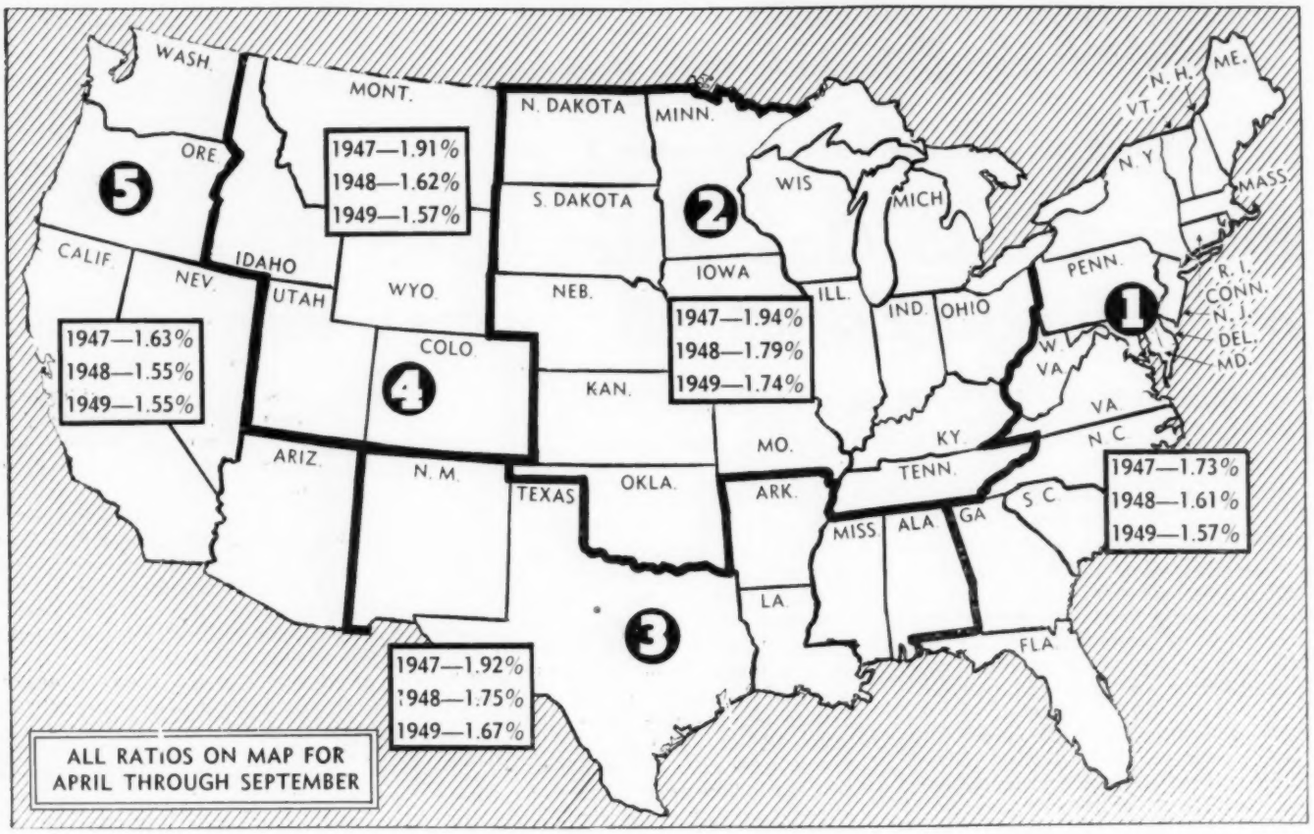
	Dist. 1	Dist. 2	Dist. 3	Dist. 4	Dist. 5
Fall-Winter 1946-47	1.74%	1.98%	1.84%	2.13%	1.56%
Spring-Summer 1947	1.73%	1.94%	1.92%	1.91%	1.63%
Fall-Winter 1947-48	1.71%	1.91%	1.85%	2.02%	1.49%
Spring-Summer 1948	1.61%	1.79%	1.75%	1.62%	1.55%
Fall-Winter 1948-49	1.52%	1.64%	1.53%	1.65%	1.45%
Spring-Summer 1949	1.57%	1.74%	1.67%	1.57%	1.55%

Table II—Per cent of Motor Oil to Gasoline Sales to or Through Retail Outlets—Five Districts Combined

(25 Companies Participating, Making Total of 41 District Reports for 1947 and 42 District Reports for Other Years)

Period	Average Per Cent of Companies Reporting	Highest Percentage	2nd Highest Percentage	3rd Highest Percentage	Lowest Percentage
April, May, June, July, August and Sept. 1947	1.83	3.00*	2.61	2.26	1.54
April, May, June, July, August and Sept. 1948	1.69	2.33	2.12	1.98	1.34
April, May, June, July, August and Sept. 1949	1.64	2.40*	2.12	2.11	1.35

* Indicates Independent jobber



This map shows the percentage of motor oil to gasoline sold during the spring-summer season of 1949, as well as figures for similar periods in 1947 and 1948. Data are from a survey made by National Petroleum News

1949 than in the fall-winter of 1948-49.

Comparison of spring-summer of 1949 with the same months of 1948 shows, however, that four of the five districts showed slight declines. The fifth, the Pacific Coast, had the same percentage in both the 1948 and 1949 spring-summer periods.

Thirteen of the 42 district reports showed increases in the spring-summer of 1949 over 1948. Two of these increases were in District 1, five in District 2, two in District 3, two in District 4, two in District 5. Eight of these 13 increases were accounted for by two companies, both of which improved in four different districts.

There were two instances of companies with widespread operations having the lowest ratio in one district, but placing among the first three in another district in the spring-summer of 1949.

Study of company figures for 1949 also shows that one company was among the first three in four districts —the highest ratio in one of them and the second highest in the other three.

One of the four Independent jobbers had the best 1949 spring-summer ratio in the entire survey—2.40%. Another of the Independent jobbers was the lowest in his dis-

Table III—Per Cent of Motor Oil to Gasoline Sales to or Through Retail Outlets—by Districts

District I

(9 Companies Reporting for 1947; 10 Companies for Other Years)

Period	Average Per Cent of Companies Reporting	Highest Percentage	2nd Highest Percentage	3rd Highest Percentage	Lowest Percentage
April, May, June, July, August and Sept. 1947	1.73	2.26	2.25	1.80	1.54
April, May, June, July, August and Sept. 1948	1.61	2.12	1.98	1.91	1.44
April, May, June, July, August and Sept. 1949	1.57	2.12	2.04	1.96	1.39

District II

(16 Companies Reporting)

Period	Average Per Cent of Companies Reporting	Highest Percentage	2nd Highest Percentage	3rd Highest Percentage	Lowest Percentage
April, May, June, July, August and Sept. 1947	1.94	3.00*	2.81	2.36	1.56
April, May, June, July, August and Sept. 1948	1.79	2.33	2.24	2.20	1.44
April, May, June, July, August and Sept. 1949	1.74	2.40*	2.34	2.18	1.44*

* Indicates Independent jobber (lowest ratio in Dist. 2 for an integrated company was 1.47%)

District III

(7 Companies Reporting)

Period	Average Per Cent of Companies Reporting	Highest Percentage	2nd Highest Percentage	3rd Highest Percentage	Lowest Percentage
April, May, June, July, August and Sept. 1947	1.92	2.61	2.28	2.14	1.74
April, May, June, July, August and Sept. 1948	1.75	2.12	1.95	1.88	1.43
April, May, June, July, August and Sept. 1949	1.67	2.11	2.03	2.00	1.40

(Continued on p. 15)

(Continued)

District IV

(5 Companies Reporting)

Period	Average Per Cent of Companies Reporting	Highest Percentage	2nd Highest Percentage	3rd Highest Percentage	Lowest Percentage
April, May, June, July, August and Sept. 1947	1.91	2.09	1.97	1.84	1.74
April, May, June, July, August and Sept. 1948	1.62	1.98	1.86	1.80	1.46
April, May, June, July, August and Sept. 1949	1.57	1.93	1.81	1.78	1.37

District V

(4 Companies Reporting)

Period	Average Per Cent of Companies Reporting	Highest Percentage	2nd Highest Percentage	3rd Highest Percentage	Lowest Percentage
April, May, June, July, August and Sept. 1947	1.63	1.72	1.64	1.58	1.54
April, May, June, July, August and Sept. 1948	1.55	1.72	1.62	1.51	1.34
April, May, June, July, August and Sept. 1949	1.55	1.86	1.61	1.41	1.35

trict. The other two were close to the average in their districts.

Both NPN surveys cover a substantial portion of the motor oil and gasoline gallonage in each of the five districts. (There were 45 district reports in the previous survey and 42 in this one. The three district reports eliminated involved a very small amount of sales.) Both have the following limitations, none of which would have a material effect upon the compiled results:

One company had figures available only on its employe-operated stations.

One company does not keep company-wide motor oil ratio records, and in order to participate in the survey selected a group of service stations at random and compiled its ratio on the basis of these stations.

Two companies that keep ratio records by marketing divisions could not follow exactly the PAW districts in submitting figures. These geographical deviations, however, did not involve sufficient gallonage to have an appreciable effect on the district averages.

One company in District 1 did not have figures for 1946-47 fall-winter season or 1947 spring-summer season.

'New Look' Shaping up for Government's Antimonopoly Drive; Stresses 'Education'

NPN News Bureau

WASHINGTON—The government is planning to give its campaign against monopoly and restraint of trade a "new look," featuring the "more positive approach" of educating businessmen to what they can do legally under the antitrust laws.

No let up in the enforcement activities of the Justice Department is presaged, however. In directing Commerce Secretary Sawyer to take the leadership in developing "an educational and promotional program for improving compliance with legal requirements and fostering healthy competition," President Truman envisioned the program as one that would supplement rather than supplant existing governmental law enforcement efforts.

The idea of the "new look" approach originated with Mr. Sawyer, who "sold" it to the President. It is in part an outgrowth of the confused situations arising out of recent court rulings in the FTC-Indiana Standard-Detroit and steel and cement basing point cases.

"The program," said the secretary, "will be designed to encourage legal and desirable practices, to discourage and bring about voluntary abandonment of illegal or questionable practices, and to clarify for the businessman the line between what he can and cannot do legally. It is my observation, confirmed by my recent nationwide discussions with business groups, that while most businessmen want to obey the law and try conscientiously to do so, there is much unnecessary confusion at present as to what the law prohibits and what it permits."

What Mr. Sawyer is driving at was pointed up coincidentally by the Federal Trade Commission's week-end disclosure that its legal minds are sharply divided for and against a steel industry proffer of a basis for settling the long-standing dispute over the basing point pricing system.

Offer by Steel Men

The steel men offered to abandon the system if FTC would close out its 1947 price conspiracy complaint against the industry. FTC Attorney L. C. Paulson, who helped draw up the complaint, has recommended acceptance of the offer, while R. P. Whitely, FTC's Chief Trial Counsel, is dead set against it. Now it is up to the commissioners to decide the matter, with no telling which way they will go.

Moving Slowly on Tires

FTC also was moving slowly towards a showdown on another controversial issue that spells confusion and uncertainty for businessmen: Its proposed rule fixing maximum quantity discounts on tire purchases.

Acting chairman Lowell Mason told NPN that hearings scheduled to start Jan. 9 on this proposal involve "one of the most important economic questions" ever to face the commission. Noting that the large oil companies will be vitally affected by the result, he called special attention to the fact that anyone wanting to be heard must file a written request with FTC by Dec. 19 and accompany it with a general statement as to their views on the proposed rule.

On another front, meantime, Oscar L. Chapman was sworn in as secretary of the Interior and, in his first speech, declared that Interior under his rule "will continue to crusade for all the people, not against any group or against any concept of business or industry."

Chicago Oil Burner Assn. Elects Moran President

NPN News Bureau

CHICAGO—F. J. Moran, C. E. Sundberg Co., was elected president of Chicago Oil Burner Assn. at association's annual meeting held Nov. 29. He will serve for the ensuing year. Named vice president was G. W. Bennet, Contractors Heat Service Co.; while F. B. Caldwell was retained as secretary. Chosen directors to serve for three-year terms commencing in 1950 were A. F. Krumholz, Jr., Chicago Boiler Co., and S. R. Willey, Willey & MacDonald, Inc.

Vandalism Hits Jobber

Special to NPN

DULUTH, Minn. — Thieves broke into the office of the John Bero Oil Co. last week, mutilated company records and stole $22 from the desk of John Bero, head of the firm. Opening the filing cabinets, the thieves tore the records into shreds and scattered them on the floor. Then they poured ink, glue and lubricating oil over them. Mr. Bero, is president of the Northwest Petroleum Assn., recently was elected chairman of the National Oil Jobbers Council. (NPN carried a story on Mr. Bero's jobbing operations Nov. 30 on p. 21.)

ECA to Seek Cutback in European Expansion Program for Petroleum

Indiana Standard's Dr. Wilson in Statement To Keogh Group Urges Cut in 1950 Imports

NPN News Bureau

WASHINGTON—Economic Co-operation Administration officials were meeting in Paris this week with representatives of Marshall Plan nations in an effort to get them to cutback their petroleum expansion program, while at home, Indiana Standard's board chairman, Dr. R. E. Wilson, urged a reduction in 1950 oil import programs.

In Paris, Dr. O. E. Bransky, acting chief of ECA's petroleum branch, hoped to convince European nations to hold their expansion programs to something less than their present goal of total refinery throughput of 1,250,000 b/d by 1953.

He told the House Small Business Oil (Keogh) Subcommittee here last week that he believed the expansion program eventually would be pegged at some level between 1,010,000 b/d and 1,250,000 b/d. ECA, he explained, believes that Europe could use total capacity of the former figure, but not as much as the latter total.

Dr. Wilson, in a statement sent to the Keogh Subcommittee, called on major American oil importers to use "statesmanlike action" to reduce imports and thus prevent further displacement of domestic production by foreign oil.

"Under present conditions," said Dr. Wilson, "I believe a reduction in imports below present levels, and especially below those projected for next year, is clearly indicated.

"We believe that statesmanlike action by the importing companies under the pressure of public opinion is the most promising method of providing a sound and flexible solution of this difficult problem. To make this solution effective the importing companies must recognize their triple responsibility of protecting the national security, sustaining a sound and vigorous domestic industry and providing for the needs of the public."

Other Developments

In other developments during the past week relating to foreign petroleum activities:

1. J. Ed Warren, president of Independent Petroleum Assn. of America, charged that The Texas Co. is closing "part of its wholly American refinery program to make room for more foreign oil."

2. ECA approved construction of a petroleum chemical plant at Grangemouth, Scotland, for production of ethyl and isopropyl alcohol at total cost of $17 million. ECA will advance $6,500,000 as its share of construction costs. Joint owners are Anglo-Iranian Oil Co., Ltd., and Distillers Co., Ltd.

3. Pennsylvania Grade Crude Oil Assn. voted to send representatives here to testify in future Keogh Subcommittee hearings on views of its members regarding the financing of European oil expansion with ECA money.

In his statement on The Texas Co., IPAA's Mr. Warren said press reports carried an item that the company planned to close refineries at Houston, San Antonio and Dallas. At the same time, Mr. Warren stated newspaper accounts recently related that Col. H. T. Klein, Texaco president, had declared at dedication of the company's new refinery near Philadelphia that this plant would be supplied by Arabian and Venezuelan oil.

These press accounts, asserted Mr. Warren, also quoted Col. Klein as saying "that the company would continue its importations as long as it was legally possible to do so, despite the protests of Independents."

'A Bold Challenge'

This, contended the IPAA chieftain, "shows that his company will recognize nothing short of legislative restraint. His words were defiant. They are a bold challenge to the domestic industry. I am confident that the Independent oil men will accept the challenge."

Although ECA thinks Europe can use a total refining capacity of 1,010,000 b/d by 1953, Dr. Bransky explained to the Keogh Subcommittee that his agency has agreed at this time only to finance expansion to lift total throughput to 840,000 b/d.

The ECA oil director told the subcommittee that the Marshall Plan has "helped to keep American companies operating abroad in business" by softening the impact of the dollar-shortage on their operations "and giving them a chance to think the problem through."

He explained that in financing Europe's oil expansion ECA holds to this policy "cornerstone"—"that we would not finance any expansion whether in Europe or overseas unless the resulting output could be sold without continued resort to currency discrimination, exclusive bilateral agreements or other such arrangements."

The ideal solution to this problem, Dr. Bransky summed up, would be a return to normal trading conditions. "However," he added, "the continuing dollar shortage will probably prevent the return to normal competitive conditions in the foreseeable future."

In his testimony, Dr. Wilson expressed it as his opinion that imports at present are "in part supplanting domestic production instead of being confined to a purely supplementary role" as recommended in the National Petroleum Council's oil policy statement of last year.

He opposed, however, attempting to correct this situation through the imposition of quotas such as advocated by Independent domestic producers, saying:

"Obviously, any fixed quota or other government restriction of imports of foreign oil would seriously impair the oil industry's ability to meet possible future unforeseen demand fluctuations. Also, a fixed quota would involve many difficult problems of equitable allocation, both as among foreign producers and as among domestic importers."

Maryland Gasoline Pump Plant Sold by 4 Majors

NPN News Bureau

NEW YORK—Sale for $2,000,000 by Socony-Vacuum, Indiana Standard, Sun and Continental of "entire outstanding capital stock" of Martin & Schwartz, Inc., Salisbury, Md., manufacturer of gasoline pumps, to Symington-Gould Corp. was reported Nov. 29 by latter's board chairman, C. J. Symington.

Contract includes agreement by the oil companies to buy guaranteed quantity of pumps from Symington-Gould over next five years, "with uniform monthly deliveries," and thus absorb "a substantial part" of current productive capacity of pump plant, Symington said.

He added that Symington-Gould, now exclusively a manufacturer of railway equipment and steel castings, will operate Martin & Schwartz as wholly owned subsidiary without change in its organization or location.

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NPN Reader Tells How Imports Affect Residual Market; Current Refinery-Retail Gasoline Price Spread Cited

On Oct. 19 an NPN editorial declared that the "closed shop" viewpoint of domestic oil producers on the imports issue is conducive to neither healthy competition nor to national security.

Editorial pointed out that, "With few exceptions, Independent refiners and marketers have said little about imports, even though refiners now are critically squeezed by the crude-refined products price relationship. But more and more marketers and refiners are seeing their interest in the problem and will give voice to it, no matter how hard the producers try to make the fight over imports look like a fight between themselves and the 'big companies'."

J. G. Campbell, manager, supplies and economic division, Deep Rock Oil Corp., Tulsa, this week voices his viewpoints on the subject. In a letter to the editor of NPN, Mr. Campbell says in part:

"I am sure you agree that open discussion of the import problem will help the entire industry, and I trust that any comments that I may make will be regarded simply as an attempt to further understanding of all the factors involved. . .

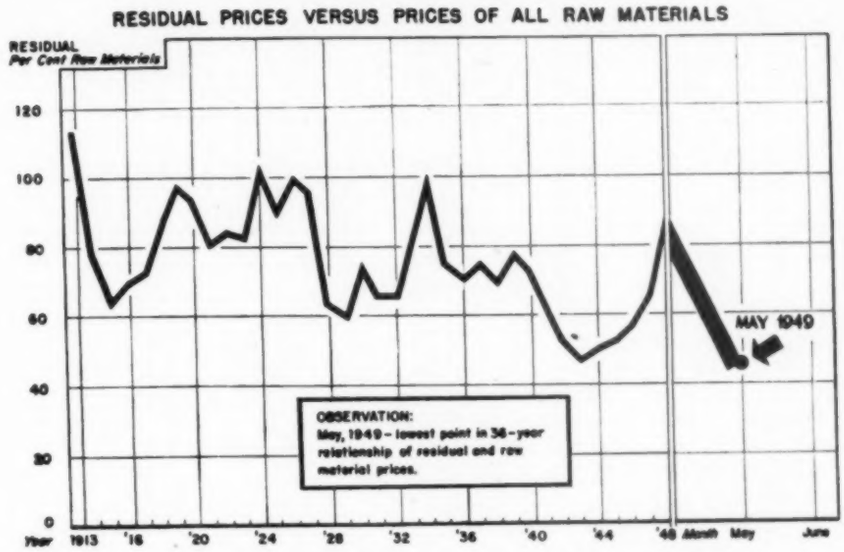
"As you can see from the attached table (see p. 18) which only goes back to 1929, the spread between refinery and retail prices of gasoline is the widest currently for the entire period shown. Had we gone back still further, I am confident that we would have the same answer. I wonder if it is not more than a coincidence that the larger integrated companies, who are the principal importers of residual fuel and crude, benefit most from the widest marketing margin in modern history.

"There is another aspect of the import question which I should like to bring to your attention. Your editorial seemed to refer primarily to crude oil, and yet, imports of residual fuel are equally, if not more significant. Their impact on refinery economics has been far greater than the quantity involved would indicate. The attached chart on residual fuel brings out two points:

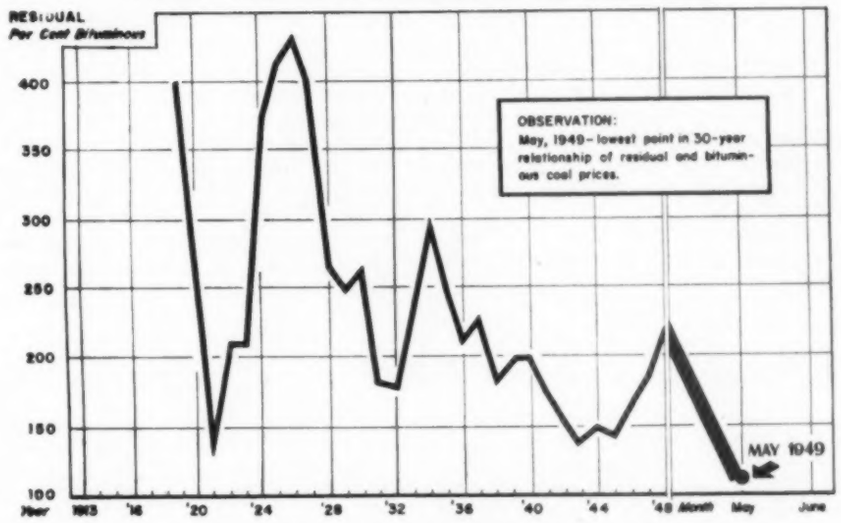
"First, that the whole country represents, in effect, one vast residual market and not a number of isolated markets as some have tried to establish, and

"Second, that residual prices this year reached the lowest level on a relative basis since applicable statistics have been compiled. The low value of residual fuel has been the principal cause of reduced refinery runs of domestic crude and forced refinery shutdowns. You have indi-

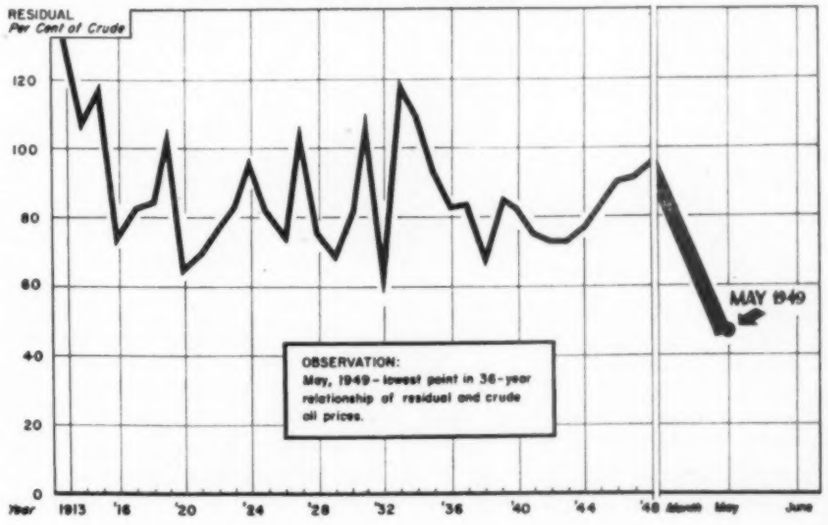
RESIDUAL PRICES VERSUS PRICES OF ALL RAW MATERIALS



RESIDUAL FUEL PRICES VERSUS BITUMINOUS COAL PRICES



RESIDUAL FUEL PRICES VERSUS CRUDE OIL PRICES



Housebrand Gasoline Prices

	Mid-Continent Refinery Gasoline	Gulf Coast Ref. Gasoline Price	Average	50 Cities Service Station Prices	Margin
1929	7.719	8.478	8.099	17.92	9.82
1930	**6.196**	**6.954**	**6.575**	**16.16**	9.58
1931	3.579	4.388	3.984	12.98	9.00
1932	4.731	5.187	4.959	13.30	8.34
1933	3.659	4.302	3.981	12.41	8.43
1934	4.592	5.267	4.929	13.64	8.71
1935	5.282	5.364	5.323	13.55	8.23
1936	5.899	6.047	5.973	14.10	8.13
1937	6.713	6.225	6.469	14.59	8.12
1938	5.002	5.157	5.079	14.07	8.99
1939	4.844	5.410	5.127	13.31	8.18
1940	4.561	4.445	4.503	12.75	8.25
1941	5.436	5.487	5.462	13.30	7.84
1942	5.762	5.489	5.626	13.96	8.33
1943	5.911	5.750	5.831	14.12	8.29
1944	5.948	5.702	5.825	14.19	8.36
1945	5.869	5.661	5.765	14.22	8.45
1946	6.071	5.978	6.025	14.69	8.66
1947....1	7.188	7.020	7.104	15.78	8.68
2	8.000	7.994	7.997	17.08	9.08
3	8.232	8.747	8.489	17.21	8.72
4	9.110	9.000	9.055	17.66	8.60
1948....1	10.500	9.000	9.750	19.43	9.68
2	10.500	9.000	9.750	19.50	9.75
3	10.500	9.000	9.750	19.58	9.83
4	10.416	9.050	9.733	19.65	9.92
1949 Jan.	10.226	9.500	9.863	20.09	10.23
Feb.	10.000	9.500	9.750	20.13	10.38
Mar.	9.875	9.625	9.750	20.12	10.37
Apr.	9.875	10.000	9.938	20.11	10.17
May	9.950	10.000	9.975	20.40	10.42
June	10.000	10.000	10.000	20.40	10.40
July	10.000	10.000	10.000	20.40	10.40
Aug.	10.000	10.000	10.000	20.40	10.40
Sept.	10.000	10.000	10.000	20.35	10.32
Oct.	10.000	9.950	9.975	20.32	10.35

Refinery prices—*tank car lows*
Service Station prices *exclude* taxes
Mid-Continent—Midwestern prices Group 3 basis

Sources: Refinery prices—*Platt's Oil Price Handbook*
Service Station—*Platt's Oil Price Handbook*
Tax Economics Bulletin

cated in your editorial an awareness of the Independent refiner's plight. He must now operate on a spread between crude and product prices comparable to prewar levels, while his costs are substantially higher than prewar.

"I agree with you that it is probably contrary to the best interests of the industry generally to do anything to encourage government encroachment in the workings of a free economy; however, an open and enlightened airing of any problem of general interest in our industry should be helpful in promoting the welfare of the individuals involved and in focusing a spotlight on the consequences of the selfish action of certain elements in the industry."

9-Month Earnings of 16 Major Oil Companies Dip

Net earnings of 16 out of the 20 major oil companies which issue statements covering operations during first nine months of the year dropped an average of nearly 30% during the first three-quarters of 1949 as compared with net profits for same period in 1948, according to a NATIONAL PETROLEUM NEWS tabulation.

Greatest decline in earnings was reported by Mid-Continent Petroleum Corp.—51.8%. Other declines ranged down to 10% as shown for California Standard. Reports follow:

Major Oil Companies—Net Profits

	1st 9 mo. 1948	1st 9 mo. 1949	% Decrease
Atlantic	$ 26,181,000	$ 18,709,000	28.5
Cities Service	48,631,629	39,834,238	18.0
Continental	41,871,005	28,665,815	31.5
Gulf	117,078,000	73,295,000	37.4
Mid-Continent	18,608,378	8,963,390	51.8
Ohio Oil	38,035,151	26,734,727	29.7
Phillips	55,702,772	32,684,666	41.3
Pure	*	*	*
Shell	82,333,090	54,599,772	33.7
Sinclair	*	*	*
Skelly	29,028,593	19,537,772	32.7
Socony-Vacuum	103,000,000	66,000,000	35.9
S. O. California	117,073,083	105,406,097	10.0
S. O. Indiana	*	*	*
S. O. New Jersey	290,000,000	195,000,000	32.8
S. O. Ohio	18,922,947	11,347,253	40.0
Sun	*	*	*
Texaco	113,617,147	94,513,729	16.8
Tide Water	28,723,243	20,200,956	29.7
Union	23,493,986	15,885,573	32.4
Totals	$1,152,300,024	$811,377,988	29.6

* Nine-month earnings reports not issued.

Heating Oil Demand Cuts Stocks Sharply

NPN News Bureau

NEW YORK—Higher demand for heating oils as result of colder weather was reflected in API statistics for the week ended Nov. 26 showing sharp declines in inventories of those products in comparison with the week ended Nov. 19.

Gas oil and distillate stocks were off 857,000 bbls. from all-time high of 92,652,000 bbls. reached during week ended Nov. 19, while kerosine stocks dropped 1,457,000 bbls. to 26,069,000 bbls. Withdrawals of residual fuel brought these stocks down 1,533,000 bbls. to 67,087,000 bbls.

In terms of days' supply, heating oil stocks compared this way:

	——Week Ended—— Nov. 26,	Nov. 26,
Product	1948	1949
Kerosine	65	69
Gas Oil & Distillate Fuel	60	77
Residual Fuel	42	46

Build-up of gasoline stocks at refineries and terminals amounted to 1,537,000 bbls., placing total stocks at 104,917,000 for week ended Nov. 26.

Crude runs to stills were up 39,000 b/d for the week to 5,331,000 b/d. Production of gasoline at refineries rose 47,000 bbls. to 18,204,000 bbls., but output of other major products was off, as follows: kerosine down 194,000 to 2,033,000 bbls.; gas oil and distillate fuel oil down 146,000 to 6,971,000 bbls., and residual fuel down 110,000 to 8,104,000 bbls.

Crude and condensate production combined declined 19,200 b/d for the week, from 5,211,050 to 5,191,850 b/d.

New crude allowables were set by two states.

The Oklahoma Corporation Commission set allowable for December and January at 398,555 b/d, down 15,445 b/d from November.

Kansas allowable was set at 275,000 b/d for December by the State Corporation Commission, the same as for October. The December figure is 10,000 b/d under the November allowable and 25,000 b/d below December 1948. Reason given for the cut was "too much oil in storage at refineries."

Transmission Fluid Set

NPN News Bureau

NEW YORK—Richfield Oil Corp. of New York is making deliveries to its distributors of Richfield Automatic Transmission Fluid, Type A, approved for Hydra-Matic Drive, Dynaflow and Ultramatic Drive. Preparation of dealers to handle fluid and service transmissions includes use of instructional booklet and guidance by a field staff.

Editorially Speaking

Oil Industry Pushing Greater and Greater Use Of Trucks As Pipe Lines Draw Nearer to Consumer

THE oil industry is developing its own transportation by motor truck far faster than by any other means, according to figures released last week by the Oil & Gas Division of the U. S. Department of the Interior. In fact, that increase in the past 10 years is a bit more than three times, in which period the industry's use of pipe lines, water and railroads has actually decreased. This makes sense but as enthusiastic a promotor of trucks as the writer has been all these years he was greatly surprised at the size of this showing.

We hear so much these days about pipe lines, especially product lines, that one is inclined to overlook the increase in numbers and the increase in gallons of work done by the ever present and most versatile tank truck. Pipe lines in 1938 moved 39.28% of the total tonnage of all crude and petroleum products but despite the great increase in the number and size of pipe lines at the end of the 10-year period the lines' share of the total tonnage had dropped .61% to 38.67. Then with water carriers and all the great increases on the coasts, and especially on the inland rivers and in the Mississippi, Ohio and Missouri River valleys, the tonnage moved by water decreased 4.98% points of the total—that is declined from 38.86% of the total in 1938 to 33.88% in 1948. The railroads slid way off because for the most part their rates have been maintained at high levels regardless of the coming of more efficient new competition. In 1938 the rails carried 16.06% of the total tonnage but in 1948 that had dropped to 9.64%. That is still a large volume of business, as, according to the figures of the Automobile Manufacturers Assn., the rails carried in 1948: 498,000 tank cars of gasoline, 174,000 cars of crude, 83,000 of lubes for automobile use, 63,000 cars of road and fuel oil or a total of 818,000 cars to which might be added 125,000 cars of asphalt. But, according to the Interior Department, this represented but 9.64% of the total oil tonnage of the country while the trucks alone in the oil industry carried almost twice that amount.

It is interesting to note that the means of transportation over which it probably can be fairly said the oil industry has the maximum of control—according to its own plans and directions—is the only one that made an increase and a big one at that. And the means of transportation over which the industry, all industry and their owners, have the least control and the government the maximum, the railroads, suffered a heavy decline. One cannot help but wonder but what—if the Interstate Commerce Commission had confined itself to seeing that the railroads did not discriminate between shippers but let them set the height of the rates—if this country and its railroads would not have been far better off.

The oil industry has been a steady developer of trucks from the early days, not only for delivery of products to final consumers but for over-the-road hauling and for hauling in oil fields and for refinery and pipe line construction. The big increase in oil industry hauling of oil by trucks came in 1942 at a time when water carriers dropped from 38.78% in 1940 to a low figure of 21.81% in 1944 due to submarines and the need of tankers in overseas war service. But while a big tonnage was shoved over on the rails at that time and solid trains of tank cars of finished product were shot through from the Mid-Continent and Texas refineries to the East Coast, the increase in railroad movement was only from 15.76% in 1940 to a high of 19.16% in 1942. Trucks in those war years reached a high of 18.35% of the total oil shipped in 1944. After dropping to 16.29% in 1946 it has now climbed back to 17.81% in 1948, a climb, one may well hazard, that will keep on as the efficiency and increase in size and speed of trucks improves under the skillful engineering of truck and tank and truck equipment manufacturers on the one hand and of oil men on the other hand.

It also it interesting to note that this increase is taking place despite the fact that product pipe lines are getting closer and closer to the final consumer, and as barge carriers also have taken over more and more of the area distribution.

What is bringing product pipe lines closer to the consumer and what is so greatly increasing the industry's truck tonnage is the greater density of automobile, and truck, ownership per square mile in so many places. The higher this congestion the larger the quantities of petroleum products to be hauled over short distances.

This increase in density of car and truck ownership is something that oil marketers have been quite prone to forget and such forgetfulness also can be ascribed to major companies who have not seemed to adjust their prices downward as fast as their costs go down by reason of this greater congestion of cars and greater gallonage per square mile. "Self-serve" service stations and the well known simplified one price—cut price—service stations, regardless of their claims to "greater efficiency," are just taking advantage of these areas of greater density of car ownership.

It is quite possible that the average reader of this, if he stopped to guess what local areas in the U. S. had one family to each passenger car at the end of 1948, would miss a few guesses. There were seven such areas. You would probably pick Los Angeles county as one and you would be right. But here are the others, Bergen County (Hackensack) New Jersey; Dade County (Miami) Florida; Kent County (Grand Rapids) Mich; Genessee County (Flint) Mich.; St. Joseph County (South Bend) Ind.; and Allen County (Ft. Wayne) Ind.

Would you guess these others that are crowding the one car to a family close by having a family to every 1.1 passenger car—Alemeda, (Oakland) Calif.; Fairfield County (Bridgeport) Conn.; Monroe County (Rochester)

N. Y.; Mahoning, Trumbull (Youngstown) Ohio; then Elizabeth, N. J.; Toledo, Ohio; Quincy, Mass.; Dayton, Ohio; Norristown, Pa.; Sacramento, Calif.

In 95 selected counties over the U. S. on July 1, 1948, there were an average of 1.4 families per car and 4.8 persons per car. For all the U. S. there was one car for every 3.5 persons compared, for illustration, to 18 people for every car in Great Britain, 1 to every 24 persons in France and one to every 8,732 in China.

As the industry approaches the time when it will have to supply two cars to every garage—two or even three cars to a family—it will need still more trucks, more pipe lines, more tankers and barges. And all of this means more gallons to handle at terminal, bulk plants and service stations.

Promotion of Sound Accounting System Is Deserving of API, Industry Support

GOOD sound, accounting procedure should be promoted by every industry, so it is most heartening in the cause of profitable oil businesses to see the Financial and Accounting Committee of the American Petroleum Institute decide to continue its efforts for further research in oil accounting even though the board of directors of the API decided the other week that the proposition from the University of Texas to work up some standard accounting was too costly.

As the University of Texas has become one of our greatest educational institutions through ownership of oil properties, it is only fitting that it conduct the research on accounting. If its price is too high maybe it should be reminded that it exists largely today because of the oil industry and should therefore give the industry a low price on the job of improving its bookkeeping.

The Federal Trade Commission, at least in its early days, loudly urged uniform accounting so that competitors would know just where they stand. That is only fair. Too many business men, both small and large—and we have reason to believe some of the large have been major oil companies—have done various things to prices without really knowing their costs. Most of the small price sellers and price cutters have, we have reason to believe, been acting without knowing their real costs. If they had known those costs they would not have stirred up some of the price fights they have.

Then, so far as the big major oil companies are concerned, they have long stood accused, and stood in silence mostly, of subsidizing their marketing departments with alleged big profits from the other departments. There was a time when this was true and admitted by the majors. But today we have reason to believe the majors are using relatively sound cost accounting and—perhaps with a stray exception or two—are conducting their marketing departments at a reasonable profit.

Sound and uniform cost accounting throughout the industry, as the API Financial and Accounting Committee seems to be planning, should bring out in the open such a uniform cost plan as will cause all companies big and little to adopt it and then to compete on the same level. That would be a great contribution to the peace of the industry and probably save the API much public relation expense, at least for the objectives now planned.

Too much cannot be said for intelligent and comprehensive accounting procedure. The only way this country can make its free enterprise system work is for all competitors to have all the facts on their own operations and to know that the other fellow has them also and allots them to expense accounts as he does. One of the activities the API should promote far more vigorously than it has, in its prospective reorganization just ahead, is this one on fair, and intelligent and comprehensive accounting. That way is a truly sound industry.

Comments on editorials are welcomed always. Please address comments to Warren C. Platt, National Petroleum News, 1213 West 3rd St., Cleveland 13, Ohio.

API Technical Group of Marketing Division Set To Begin Study of Engineering, Safety Problems

NPN News Bureau

NEW YORK—Headed by Aubrey Keif of the Texas Co., the Aviation Technical Service Committee of API's Division of Marketing has been activated and is now in full operation with its scope of activities clarified and expanded.

Originally set up about 18 months ago, the committee held only two meetings pending clarification of its scope. Technical details were ironed out at API's annual meeting in Chicago early in November, with approval being given following blueprint of operations:

"The Aviation Technical Service Committee is authorized, under the direction of and subject to the approval of the General Committee, Division of Marketing, to study engineering and safety programs pertaining to the delivery, storage and distribution of aviation fuels and lubricants at airports, to the fueling of airplanes and to the construction, operation and maintenance of equipment and facilities used in such deliveries, storage, distribution and fueling; to assemble data and information with respect thereto, to confer with governmental agencies, with trade associations, technical and engineering societies and organizations, and with any users of aviation products, operators or airports or suppliers of aviation equipment (whether such users, operators, or suppliers be government or private) on the engineering and safety problems referred to above; and to co-operate with any of the above by furnishing information, data and advice on such engineering and safety problems."

Next meeting of the committee will be held in Los Angeles Jan. 30-Feb. 5. Aiding Mr. Keif will be W. D. Parker (Phillips Petroleum) as vice chairman, and E. E. Lothrop (APIC) as secretary and staff representative.

Other members of the committee are:

W. L. Baker, Socony-Vacuum; D. S. Bixler, Sinclair Refining; T. S. Blair, Cities Service; R. F. Bradley, California Standard; E. J. Burkhardt, Ohio Standard; Middleton DeCamp, Kentucky Standard; Paul Goodwin, Union Oil; J. S. Harris, Shell; W. O. Hunter, Indiana Standard; P. V. Kane, Sun; John P. Knight, Gulf; Mark Morrison, Tide Water; R. C. Oertel, Esso Standard; R. M. Stephens, Humble; F. F. Vaughn, General Petroleum, and D. H. Young, Pure.

Frederick G. Bannerot, Sr., 74, Dies

Frederick George Bannerot, Sr., 74, president of United Oil Co. and United Refining Co., died suddenly at his home in Pittsburgh Dec. 2.

Mr. Bannerot, who spent his life in the oil industry of western Pennsylvania, was also vice president and treasurer of Elk Refining Co. and a director of Tiona Petroleum Co. and the Emblem Oil Co. He had appeared in good health until the time of his death, and had been to the office as usual the day before.

A native of Freedom, Pa., Mr. Bannerot was prominent in athletics during and following his college days at Western University of Pennsylvania, now Pittsburgh University, from which he graduated in 1896. He once declined a tryout with the Pittsburgh Pirates baseball team. He played third base on the university and several club teams.

He was a member of the Duquesne Club, Field Club, Pittsburgh Athletic Assn., and honorary member of Virginia Seniors Golf Assn. and Oakmont Country Club. He was also a member of the First Baptist Church, Stuckrath Lodge Masonic Order No. 430 F. & A. M. Jesters, and member of Grotto.

He is survived by his widow, Mrs. Margaret Long Bannerot; a son, Frederick George Bannerot, Jr.; and two grandchildren.

* * *

William Nickels Davis, 76, former vice president of Phillips Petroleum Co., one-time vice president of API and 17 years a member of its board of directors, died Dec. 5 in Summit, N. J. At his death he was president of Foster & Davis, Inc., Bartlesville, Okla., producing firm.

* * *

William Jacob Smith, plant superintendent for Shell Oil Co. at Richmond, Va., died Nov. 14 after a short illness. He had been with the company for the past 17 years.

Esso Adds Heating Oil Tankage as Load Cushion

NPN News Bureau

NEW YORK—Esso Standard has increased its heating oil tankage by 1,238,095 bbls. for the 1949-50 season as part of its program for coping with the "intensified" seasonal nature of the industry, Esso President Stanley C. Hope said Dec. 5.

Company is entering heating season, he added, with "the largest inventory of heating oils in its history"—one that is about 2,500,000 bbls. greater than "the inventory thought adequate a year ago."

Mr. Hope pointed out in letter to company's distributors that disproportionate increase in heating oil demand over the last 15 years has put the industry in situation characteristic of other peak-load businesses.

Mr. Bannerot

"It is our belief that the economic approach to the problem is to plan more nearly even year-round refinery production of heating oil and to provide necessary storage facilities to absorb the seasonal fluctuations in demand," Mr. Hope wrote.

Refinery Expansion Uneconomic

It would, he observed, be uneconomic to meet the seasonal problem primarily by enlarging refinery capacity and adjusting refinery yields—measures which have been taken also. Depending solely on such measures would have the further effect of bringing about an unnecessary seasonal fluctuation in crude production and seriously affecting the continuity of employment in refining, he said.

The additions to Esso's storage facilities, Mr. Hope related, have been made by construction of 1,200,000 bbls. of primary tankage, increasing capacity of number of bulk plants and conversion of storage previously used for other light products.

Solliday Cites Growth Of Tractor Use on Farms

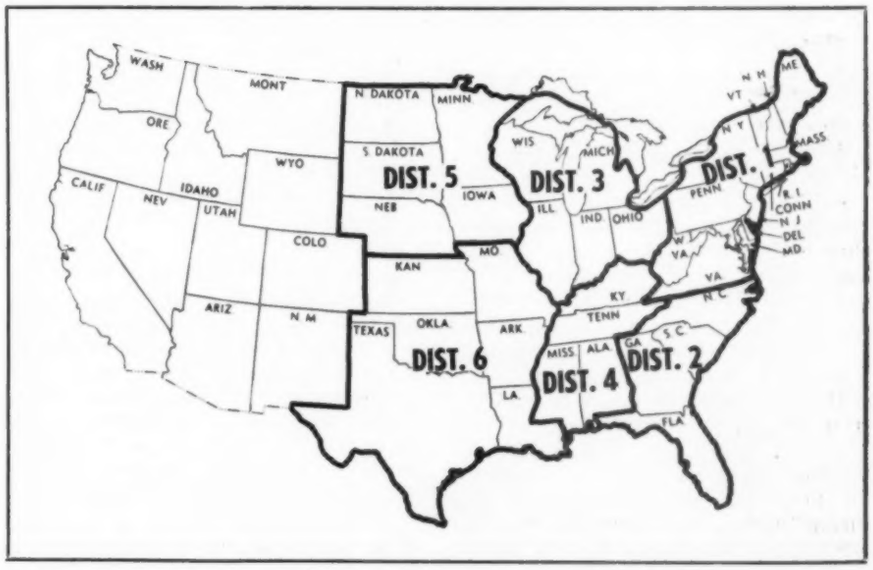
NPN News Bureau

CHICAGO—"There is now more horsepower on the farm then there is in any other industry," said A. L. Solliday, executive vice president, Stanolind Oil & Gas Co., in stressing the mechanical revolution in agriculture in a speech Nov. 29.

Addressing banquet honoring 41 state winners of 4-H Club tractor maintenance program, Mr. Solliday noted that tractors on farms multiplied from practically none in 1910 to one million in 1930 and 3,375,000 today, equivalent to one tractor for every 105 acres of land under cultivation.

The 1950 tractor maintenance program will be sponsored by eight oil companies: Standard Oil Co. (Indiana) and four of its affiliates—American Oil Co., Pan-Am Southern Corp., Stanolind Oil & Gas Co. and Utah Oil Refining Co.—Standard Oil Co. (Ohio); Standard Oil Co. (Kentucky); and General Petroleum Corp.

Jobber Council Sets up System of Districts



This map shows the new Jobber Council system of districts under which states with much the same marketing problems are placed in the same district under a district director. NPN's Midwest columnist, Leonard Castle, discusses the new system in his column this week on p. 7

Jobber Investments Call for Analysis Of All Facets Affecting Local Demand

By FRANK C. STURTEVANT
NPN Staff Writer

True to predictions, volume in the oil business is holding up well. It should. All types of petroleum consuming devices continue to increase in numbers. New automobiles are going on the roads at a record high clip, more farmers are buying tractors and oil burner sales are rising at a brisk pace.

How to distribute profitably a gallonage volume that is permanently larger and destined to keep on growing is a job for all management levels. But since profit opportunities vary from one area to another, planning for profit has to begin with an analysis of the local market. Both Independent jobbers and district and division managers of major oil companies have to estimate gallonage trends in their own areas. They have to determine whether local business is going to spurt ahead or lag behind the national average.

What tells the story? These are the main questions:

1. How are service station sales as compared to last year? What do local car dealers say about new car sales? Will some business be lost to new stations built by competitors? How about highway changes? Population shifts?

2. Are there plenty of new tractors available, and are local farmers buying them?

3. Are new oil burners being installed and are they for domestic, commercial or industrial service?

4. What is the outlook for special classes of business such as:

a. Large commercial accounts. Will industrial activity advance, decline or hold about level among local concerns? Will there be more busses put into local operation or new truck lines starting up?

b. Marine, railroad and aviation. Will there be any shifts up or down in the gallonage which can be sold to local enterprises in these fields?

c. Is it reasonable to expect any greater call for petroleum products for local processing uses, such as curing tobacco and other agricultural products, or for local industrial processes?

Naturally there are many doubtful factors to be considered in forecasting possible increases in gallonage from each class of customer. Among other things it is not always possible to foresee the inducements, price and otherwise, which may be offered by competitors. Nevertheless some kind of an estimate is an important preliminary to any kind of planning for profit. If it serves no other purpose, it will at least show what kind of sales strategy needs to be developed.

Additional Investment Required

As it is almost always necessary to spend money in order to make money, the next step in planning for profit is to decide how much additional investment the business can stand. If the market for additional gallonage is there, it may first be necessary to invest more in selling effort to get the additional business, and then invest in additional facilities to handle the volume after it is secured. An Independent jobber will have to study his working capital position, the possibility of obtaining new capital from banks or from associates, and the cost of the capital so obtained. In seeking new capital his case will be immensely strengthened if he will support his request by two things, in addition to his financial statement:

1. The over-all forecast for the oil industry mentioned at the beginning of this article, as well as any other articles in this series which may be pertinent to his situation. (See list p. 27.)

2. His own estimate of the local marketing outlook in the form of a written analysis.

A major oil company division manager also will usually find that his request for additional investment gets consideration according to the thoroughness with which he analyzes his local market and forecasts its profit possibilities.

Kind of Expansion Needed

In conjunction with deciding how much money can be spent in planning for profit, a simultaneous decision will have to be reached on what kind of expansion or rehabilitation will give the biggest profit return. This may entail a whole series of minor decisions because it involves all the details of petroleum distribution.

A thorough review of each phase of an oil marketing enterprise would be greatly aided by first preparing a check list somewhat on the following order:

1. Truck equipment. List all units by age and capacity. Check operating cost against gallons delivered. Compare present truck routing against future requirements.

2. Bulk plant. Check age, efficiency and safety of all motors, pumps, pipe lines, valves and fittings. Estimate extent of possible speed-up of product handling and effect on idle truck time. Look for ways to reduce product loss. Study storage capacity in light of future needs. Check warehouse storage space, stock records, handling methods and mechanical equipment.

3. Service stations. Check frequency of deliveries to underground storage, and average size of dump. Review station locations in light of traffic and population trends and competitive activity. Weigh remodeling against new construction costs, and estimate probable effect of each on gallonage and TBA volume.

4. Office. Survey all office procedures for short cuts through changes in methods or use of more modern equipment. Start from the ground up with personnel, payroll, costs, records, credit and collection, banking, purchasing, correspondence and filing.

5. Sales and advertising. Estimate needed expenditures to secure profitable share of market.

Study Truck Equipment

In specific cases more or larger tank trucks may be necessary to handle certain kinds of business. For example deliveries to commercial accounts with large storage may be more economically handled with larger trucks.

More truck equipment of a different type may be needed before a marketer can go after a large increase in TBA volume.

Increase in number of truck units in a marketer's fleet may be needed if business is to be solicited in a larger farm area or if an effort is to be made to sign up dealers in new territory.

There are still many possibilities for reducing delivery costs by using larger trucks to make bigger dumps at service stations. The program may in turn call for installation of new tanks in existing service stations.

This leads naturally into a consideration of the service station situation. In order to participate in any increase in gasoline consumption

FUEL OIL INDUSTRY reports that outstanding functional advantages of the White 3000 result in more gallons delivered per day . . . lower delivery cost per gallon.

• New fuel oil truck EFFICIENCY . . . ECONOMY

"It's a *dream* of a truck . . . every way you look at it!"

That's the report . . . everywhere! And it's easy to see why the exciting, new White 3000 is the talk of the industry . . . from coast to coast!

OPERATORS LIKE IT because the functional design pays off in dollars and cents. Saves time "getting there", loading and unloading. Cuts maintenance time and cost in half. Adds to payload on every trip through new weight distribution principle that shifts extra chassis weight to heavier-capacity front axle.

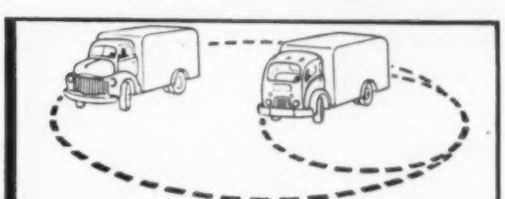
DRIVERS LIKE IT because it's the best-riding . . . best handling . . . best maneuvering truck on the road. Roomy cab has many driver energy-saving advantages.

MECHANICS LIKE IT because for the first time the front end of a truck is completely accessible in less than half a minute . . . at the turn of a key. Power-lift cab saves time, improves workmanship.

TRAFFIC ENGINEERS LIKE IT because of its new safety advantages . . . improved visibility . . . maneuvering features and famous Super Power engine performance.

CUSTOMERS LIKE IT because it's the best-dressed salesman-on-wheels you can have—a stylish design that always looks new because of its smart, functional design.

It's the same story, everywhere you go! Your local White Representative will be glad to show you how the White 3000 time- and cost-saving advantages can be applied to your business.



SHORTER TURNING RADIUS SAVES MANEUVERING TIME

BETTER CAB ACCESSIBILITY SAVES DRIVER TIME

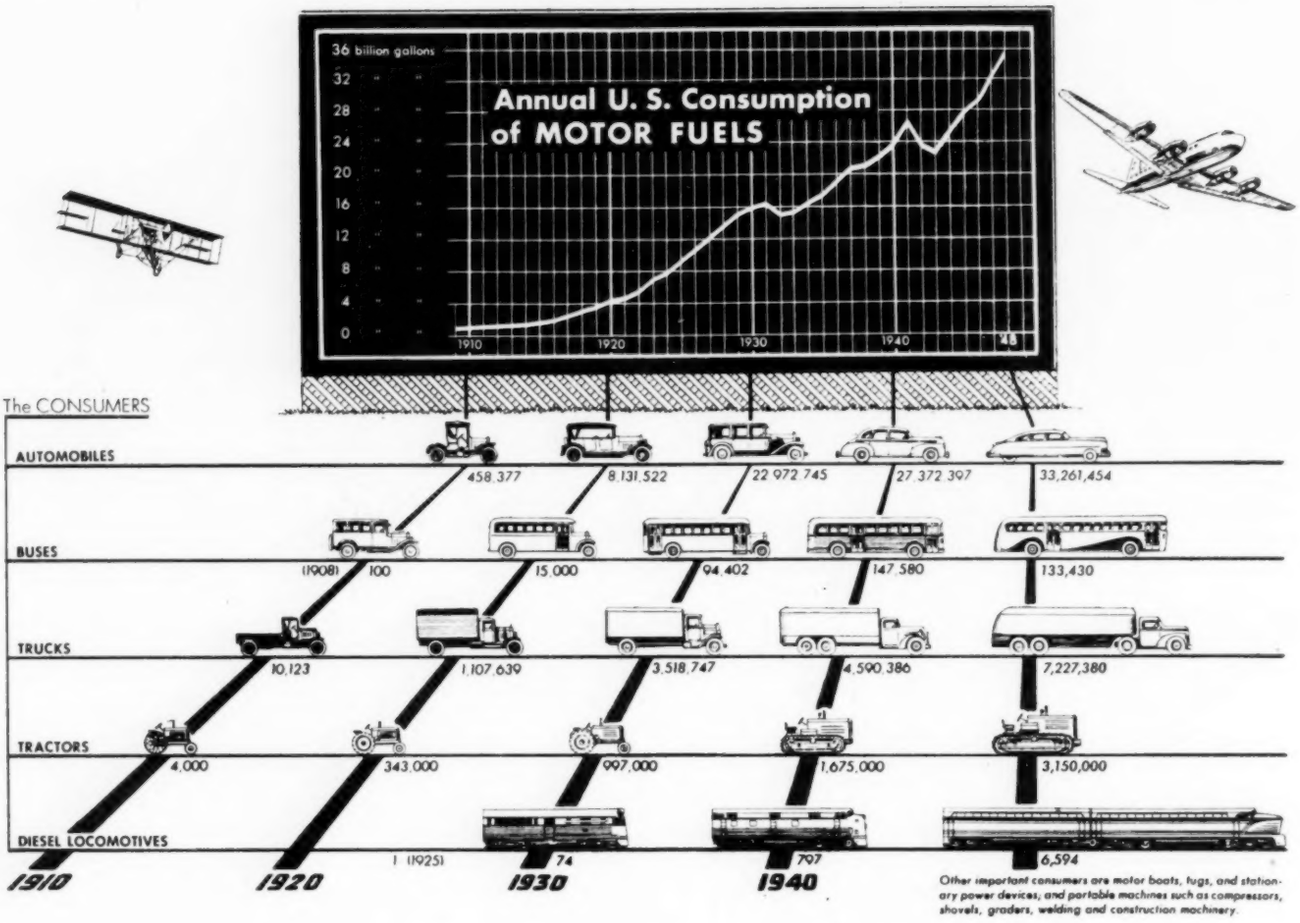
THE WHITE MOTOR COMPANY

Cleveland 1, Ohio, U. S. A.

THE WHITE MOTOR COMPANY OF CANADA LIMITED • *FACTORY AT MONTREAL*

Tips its cab to service

FOR 50 YEARS THE GREATEST NAME IN TRUCKS



The number of automobiles, busses, trucks, tractors and trains has been increasing rapidly since 1910 with gasoline demand keeping pace. This chart graphically traces the growth from 1910 to 1948. It was prepared by the American Petroleum Institute

within an area it may now be necessary to construct new stations and remodel old ones. There comes a time in any local marketing area when profitable volume can no longer be maintained through obsolete, poorly located service stations.

Survey Station Building

A survey of competitive station building and remodeling should indicate how much should be invested in the improvement of marketing outlets. Within recent months the volume of station construction work has risen sharply. There are already numerous new outlets open and doing business. There are still many other sites which have been held in reserve and which are scheduled for a place in competitive building programs. Every time a new or remodeled station opens for business it draws some customers from already established stations, and hastens the day when some of the poorest stations will have to be abandoned.

The possibility of new industrial plants, shopping centers and large scale residential projects which may develop in the future should be taken into account as far as possible in planning for profit. Shifts in population and in traffic are usually anticipated by petroleum marketers, so the problem here should be the difficult one of selecting which of several desirable service station locations it will be most profitable to develop.

Speed Bulk Plant Operations

Some fruitful planning for profit can also be done in connection with bulk plant and terminal facilities. If more gallons of petroleum products are to be handled into and out of the plant there are that many more opportunities to save money by stepping up the handling speed. According to reports coming in to NATIONAL PETROLEUM NEWS over the last year or two, steady progress has been made in this field by the majority of petroleum marketers.

Three principal improvements have been found desirable:

1. Re-equipping loading racks with larger, faster pumps, valves, and lines, to reduce the time required to load and unload transports and tank trucks, and to eliminate idle driver time waiting to get up to the loading rack; and the installation of larger capacity, improved, modern meters for more precise control of product and elimination of loss through errors.

2. Re-location of loading racks to permit faster arrival and departure of tank trucks and transports.

3. Additional storage capacity so that in times of emergency profits need not be thrown away on numerous unnecessary small deliveries. This applies especially to fuel oil distribution, and in this connection many fuel oil marketers have invested money in the larger sizes of fuel oil tanks for resale to customers, as a means of cutting their own delivery costs.

The trend toward faster handling facilities at bulk plants and terminals is more marked than for other types of profit planning. To some extent this is because savings are direct and immediate and not dependent upon the condition of other facilities. Whatever size trucks are used, faster loading can mean important savings,

especially if it enables some units to get in an extra trip a day. Also the higher handling speed pays off regardless of the size of the bulk storage, and regardless of whether deliveries at the other end are made to large service station storage or to small farm tanks.

Metering Advantages

The trend toward improved metering equipment recognizes two aspects of the value of meter control of petroleum products:

1. Better customer relations. Customers have greater confidence in the accuracy of metered as against non-metered deliveries.

2. Reduced product losses. The higher dollar volume tied up in products today makes it profitable to invest in meters. They provide a close check on all product movement and eliminate many mistakes due to carelessness.

Recently enacted laws in some states which prohibit the use of a common meter on tank trucks delivering both gasoline and distillate fuel oil have led to the wider use of dual meters on trucks. While dual meters prevent accidental mixing of products they have also been used with good results in speeding up deliveries through the simultaneous unloading of compartments containing regular and premium gasoline.

Make Office Efficient

A final phase of marketing operations where profit planning sometimes pays off is in office equipment. In the case of direct distribution of fuel oil the office routine for handling orders, making degree day calculations, billing and other incidental steps often can be improved by only moderate investments in filing equipment, address plates, order writing machines, or special forms. A new device in this field is a recording, degree-day clock.

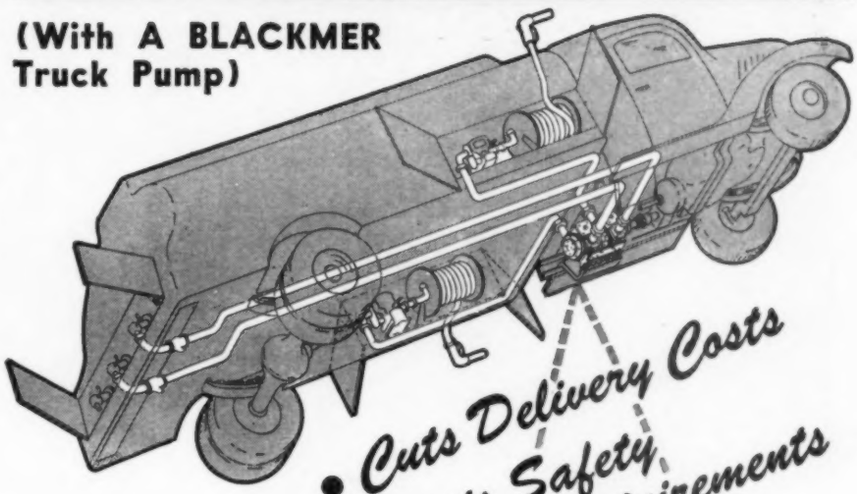
Additional TBA merchandise to be billed and accounted for, plus a normal rise in petroleum sales, has increased the office load for many marketers. It may be found more profitable to invest in mechanized billing and posting equipment than to hire extra office help. From time to time it pays to make a complete survey of all office operations, and to call into question every step in filing, payroll, accounting, stock ordering and other routines. Practices which were once satisfactory may be bottlenecks today, causing confusion and waste where least expected.

Help from Suppliers

In planning how to extract the utmost in profit from future operations of his business the Independent jobber

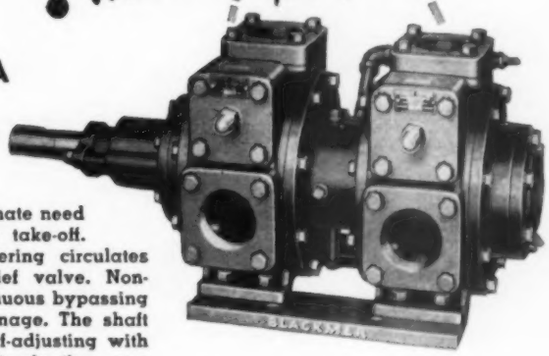
HANDLE SPLIT LOADS SAFELY

(With A BLACKMER Truck Pump)



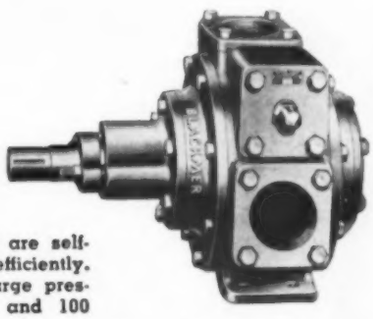
• Cuts Delivery Costs
• Meets Safety Requirements

Blackmer Dual Truck Pump Operates From A Single Power Take-Off →



Blackmer dual pumps eliminate need for expensive dual power take-off. Pump which is not delivering circulates liquid through built-in relief valve. Non-metallic vanes permit continuous bypassing or running dry without damage. The shaft seal between pumps is self-adjusting with safety drain so no contamination can possibly occur.

Other Blackmer features include: Extra-size, sealed ball bearings. Dripproof vacuum seal construction. Positive pressure control valve. Quiet, nonmetallic sliding vanes.

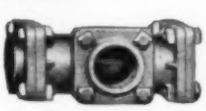


Quiet "Single" Truck Pumps

Oil equipment men regard these new Blackmer Truck Pumps superior in many ways: Nonmetallic sliding vanes operate quietly and are self-adjusting for wear. "Hot" gasoline is handled efficiently. 100% self-priming. No vapor lock. Even discharge pressure. Very compact. Easy to install. 40, 60 and 100 g.p.m. sizes.

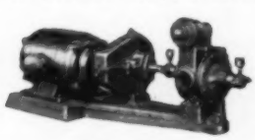
SINCE 1904 OIL MEN HAVE RELIED ON BLACKMER

Blackmer Pumps and related equipment are engineered specifically for petroleum products. They are designed to provide longest service at lowest operating "cost per gallon."



Truck Pump STRAINERS

The most practical, easily cleaned, long-life strainer for trucks. "Ezy-Kleen" pot-types for bulk lines also available.



Bulk Plant POWER PUMPS

Capacities to 1500 g.p.m. meet all bulk plant pumping needs. "Self-adjusting for wear" vanes or buckets maintain high Blackmer efficiency, lower operating costs.

Rotary HAND PUMPS

For barrel and skid tank use. Blackmer builds the largest assortment.

Write For Bulletin TP3 – "Rotary TRUCK PUMPS."

BLACKMER PUMP COMPANY GRAND RAPIDS MICHIGAN

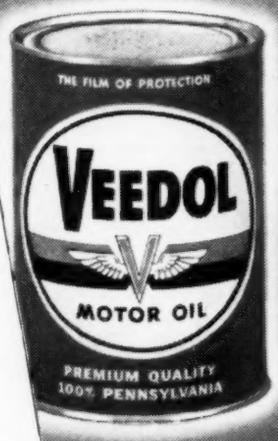
THE PETROLEUM INDUSTRY IS A PROGRESSIVE INDUSTRY
DEDICATED TO SERVE MANKIND FAITHFULLY AND WELL

Extra! Extra!

HEARD THE NEWS?

More dealers, all the time, are stocking VEEDOL...to strengthen their sales power.

This Winter, VEEDOL can give you two big *Extras*. The extra *prestige* of selling the World's Most Famous Motor Oil . . . the Winter motor oil customers *know* they can depend on in the coldest weather! The extra *profits* of selling a quality product that builds station traffic and increases *repeat* sales...meaning *extra security!*



100%
PENNSYLVANIA

VEEDOL
The World's Most Famous Motor Oil

TIDE WATER
ASSOCIATED
OIL COMPANY
New York Tulsa San Francisco

may wonder whether his supplier can make any contribution to his welfare. Before seeking advice from that source he will need to decide to what extent, if any, he will want to make known to his supplier the inside details of his operations.

There are some major oil companies who make advisory assistance available to their jobbers to almost any extent requested. Some make a regular practice of analyzing delivery schemes, for instance, and making tentative suggestions for improvements. They will do the same thing, as a rule, on questions of bulk plant layout and operation, and are willing to pass on their own experience not only as to methods, but as to materials and equipment. Service station design, both for new construction and remodeling has long been a standard service offered by major oil companies both to jobbers and dealers.

Some Independent jobbers may not be familiar with the fact that assistance on specific management problems may be obtained, if desired, from their suppliers. This is because the major companies from which such aid may be obtained do not publicize the fact. They are satisfied to let it be known that help is available, but they avoid the appearance of "promoting" their advisory services.

There are sound reasons for discretion on both sides. Neither major oil company nor jobber should permit management advice to grow into management supervision. When supplier judgment supersedes jobber judgment one of the functions of Independent jobber operation will have been surrendered, and the most important characteristic of a jobber, which is his Independent management, will have evaporated. Such an outcome is considered highly undesirable by top management of the major oil companies, and by a large majority of jobbers.

Employes Can Help Plan

In another direction both Independent jobbers and major oil company district and division managers will find a need for discussion with others in the course of laying out a sound profit plan. Business associates and key employes can make important contributions to a survey of the future needs of any business. While policy decisions cannot be expected from subordinates, a great deal of information on which such decisions rest can be obtained if open discussion is encouraged.

A tank truck driver is well qualified to suggest a good location for a truck loading rack and to give an opinion on the speed and efficiency of various types of loading arms, valves and similar equipment. Repair men know a lot about the common faults of pumps, meters and other mechanical equipment, and often are able to point out units which are inefficient and costly. Any office employe who has been on the job six months should have at least one suggestion on where to cut out lost motion, save time and improve efficiency.

In planning a profitable future the proprietor or manager of a business helps himself by inspiring the utmost in teamwork from his organization. Efforts along this line pay off, because no business ever exhausts the endless fund of constructive suggestions available from its employes.

Other Articles on 'Planning for Profit' Published in NPN

Following is brief reference guide to the preceding articles which have appeared in the NATIONAL PETROLEUM NEWS series on planning for profit:

Feb. 23, p. 28. Presents an analysis of the outlook for the entire petroleum industry over the next five years as seen by leading oil economists. Reviews reasons why demand is expected to grow slowly but steadily and why products supply can be expected to keep pace.

March 2, p. 34. Points out the signs of growing competition within the oil marketing business as seen in the diversion of capital into distribution facilities and more spirited bidding for business.

March 9, p. 79. Describes the installation of new equipment, changes in layout and expansion facilities undertaken by a terminal operator in order to handle a larger volume on a more profitable basis.

March 16, p. 48. This article tells how a dozen typical Independent jobbers have analyzed the steps they will take to handle more gallonage at a profit.

March 23, p. 49. Relates how an Independent jobber outgrew his former bulk plant, and describes what was done about new storage, loading rack, etc.

March 30, p. 40. Details some of the delivery problems of a typical Independent jobber, and tells how he met them with revised dispatching, dual meters on trucks, etc.

April 6, p. 35. Fundamental points to be observed in planning service station location and layout.

April 13, p. 29. Describes a trend toward close supervision by oil marketing men of all details involved in service station construction jobs, in the interest of lower building costs.

April 20, p. 25. Describes a jobber's program for by-passing his bulk plant on home fuel oil deliveries, together with a speed-up in truck loading time by the installation of larger, faster loading rack equipment.

May 11, p. 26. A summary of the ideas and practices of oil company operations men in the field of delivery efficiency. Relates steps being taken to install new equipment, improve loading rack design, yard layout, order handling, personnel training and truck routing.

June 1, p. 28. This is another story of how an Independent marketer outgrew his plant and how he installed new equipment to handle an increase in business and at the same time cut costs.

June 29, p. 37. Describes one of the more advanced type of highway service station developments combining cafe and motor court facilities.

Aug. 3, p. 21. A terminal operator reports on savings obtained by the installation of automatic loading control equipment.

Aug. 10, p. 26. How a small jobber built a new bulk plant to speed up operations.

Aug. 10, p. 30. Another terminal operator installs more storage and makes a profit through leasing terminal facilities to others.

Aug. 17, p. 32. Gives examples of the kind of station remodeling which pays for itself in higher gallonage.

Sept. 7, p. 39. Reports on policies used by marketing firms in deciding when it pays to buy new tank trucks.

Nov. 30, p. 21. Tells of methods used by a jobber to increase fuel oil volume by personal solicitation and checking consumer demand by watching for new burner installations.

FIRST IN A SERIES

Manufacturers List Types of Oil Pumps; Discuss Merits of Each for Specific Jobs

Centrifugal Pumps

First of two articles on pumps used by the oil marketing industry, this story explains the principles of operation, applications and advantages and disadvantages of centrifugal pumps,—particularly self-priming centrifugals. The second article, on rotary pumps, will appear in an early edition of NPN.

The material for the articles on pumps was obtained through the co-operation of numerous oil equipment manufacturers. No attempt is made to favor any particular type of pump. It is the desire of NPN to acquaint its readers with both centrifugal and rotary pumps so they may decide themselves which type best fits their needs.

It is to be emphasized that the equipment manufacturers or their distributors should be consulted before final decision on any type of pump is made as each installation is different and those best qualified to decide on proper equipment for the job are the manufacturers and distributors of the equipment.

In recent years, the self-priming type of centrifugal pump has gained increasing acceptance in the petroleum industry. Although it is not a cure-all for the industry's pumping problems, in certain phases of operation its use is indicated, and an understanding of centrifugal pump characteristics will enable oil marketers to use it correctly and with good results.

Two of the principal types of product-handling pumps used in petroleum marketing are the straight centrifugal and the rotary (or gear, or positive displacement) pump. The self-priming centrifugal is a type of pump which combines the basic advantages of the straight centrifugal with some of the advantages of the positive displacement pump. Essentially, this is why it is being used in many places.

Straight Centrifugal Pumps

The advantages and limitations of straight centrifugal pumps are well known within the industry. Its only serious limitation is the fact that it should be installed where it can have a "flooded" suction; that is, where the liquid to be pumped will flow to and flood the suction side of the pump.

With a flooded suction, a straight centrifugal produces a smooth, non-pulsating flow of liquid, delivering high capacity with high efficiency. The centrifugal has a non-overloading characteristic, which means that when a pump of this type is powered by the correct size motor, the motor cannot be overloaded by changes in "head" or "pressure," provided the specific gravity and viscosity of the liquid remain unchanged. Centrifugals can be connected directly to motors without gear reductions, the motor speeds most commonly used being 1,150, 1,750 and 3,450 r.p.m.

It is not necessary to use a by-pass relief valve with a centrifugal pump. As the "head" or "pressure" is increased against a centrifugal, the capacity falls off to the point where flow will cease entirely. This end point is called the "shut-off pressure" or "shut-off head."

Because it will operate only if its suction is flooded, a straight centrifugal usually is installed only where the liquid to be pumped can flow down to it, or where there is little or no likelihood of air or vapor entering the suction line. With air or vapor in the line, pumping ceases and cannot be re-established until the suction line and pump are manually filled with liquid. In other words, a straight centrifugal is not self-priming. Since it often is impractical to keep suction lines absolutely air tight or check valves leak-proof, straight centrifugal pumps seldom are applied to the pumping of products from underground. However, they are well adapted to pumping products, not exceeding a viscosity of 2,000 S.S.U. from overhead storage.

Rotary Pumps

The rotary, gear, or positive displacement type of pump is very popular in the petroleum industry because of its self-priming ability. This ability makes these pumps suitable for operation on suction lifts and for other tasks where air or vapor is likely to be encountered. Furthermore, these positive displacement pumps can handle liquids having viscosities far in excess of 2,000 S.S.U. With these two qualities in their favor, positive displacement pumps have been and are being used widely in the petroleum industry. They are being applied in "flooded" suctions as well as suction "lift" systems.

Nevertheless, the positive displacement pump has many disadvantages when compared to the centrifugal type. For efficient operation the positive displacement pump must operate at lower speeds, usually 500 to 700 r.p.m. This means that a gear reduction is usually necessary when operating from standard 1,150 or 1,750 r.p.m. motors. This gear reduction means noise, expense, and maintenance. The positive displacement pump, since it relies on a sliding contact for efficient operation, is subject to wear. Tank scale, welding shot or other particles that may get into a liquid are very damaging to a positive displacement pump. Moreover, most positive displacement pumps must handle only liquids having lubricating qualities.

Due to its low speed characteristic, the positive displacement pump is well adapted for use on tank trucks where it is desired to power the pump from the transmission power take-off and operate the pump at truck engine idling speed. However, the positive displacement pump must

Why this isn't your 1950 model car

This gasoline buggy, now safely tucked away in dusty photograph albums, was quite a car in its day. It buzzed along at 20 miles an hour, had a jaunty, rakish air, and the people who could afford to buy one thought it was perfectly wonderful.

In fact, it was so good it might still be the car you drive but for one reason. Competition. Healthy competition among both automotive and oil companies that resulted in constantly better, lower-cost automobiles and steadily improved oils and gasolines.

For one example: Here at Standard of California, we've pioneered literally thousands of improvements in gasolines, motor oils and other petroleum products since the days of the horseless carriage. Those you use in your car today are unsurpassed anywhere. The world's first service station built by Standard in 1907 has grown, including outlets of all companies, to a network of more than a quarter of a million stations across the country.

This progress, spurred by competition, will not stop. Just since the war, we've spent more than $450,000,000 in plants and facilities to serve you better.

STANDARD OIL COMPANY
OF CALIFORNIA
plans ahead to serve you better

have a by-pass relief valve installed around the pump to prevent damage to the pump or motor should the discharge line be throttled or closed.

To summarize the main advantages of both straight centrifugal pumps and positive displacement pumps:

Centrifugal Pump Advantages—

a. Smooth, quiet, efficient pumping;

b. Direct connected to standard motor;

c. Capacity and efficiency not materially affected by wear.

Centrifugal Pump Disadvantages—

a. Inability to operate reliably on suction lifts;

b. Inability to handle liquids of very high viscosity.

Positive Displacement Pump Advantages—

a. Ability to operate on suction lifts;

b. Ability to handle liquids of high viscosity.

Positive Displacement Pump Disadvantages—

a. Usually must have a gear reduction when motor driven;

b. Usually subject to severe wear when handling nonlubricating liquids;

c. Requires a by-pass relief valve.

Deep Well Turbine Pumps

Before describing self-priming centrifugals, it might be well to mention another type of pump used in marketing operations, to help give a broader picture of contemporary pumping practices. The deep well turbine pump is a vertical kind of assembly in which the pump is submerged in the liquid at all times and the motor is high and dry above it. These pumps are sometimes installed in underground tanks, where their function is to pump products out of the tanks. They develop relatively high efficiencies in such service and therefore are used in specialized applications, particularly where a large and steady output of product may be required. In fact, unless there are conditions similar to this, it is hardly profitable to use deep well turbine pumps, since each tank requires a pump and its use is limited to output pumping.

Self-Priming Centrifugal Pumps

The self-priming centrifugal combines the efficiencies of centrifugal action with ability to self-prime and operate reliably on suction lifts and under conditions where air and vapor are encountered. The self-priming feature is usually accomplished in one of three ways:

1. An auxiliary vacuum pump is connected to the centrifugal pump to prime the suction line by pulling the air and/or vapor from the pump and suction line. Float operated valves control the liquid and vapor relationship to permit automatic elimination and to maintain continuous pumping.

2. A liquid chamber surrounds the centrifugal pump and is connected to the suction side of the pump so the liquid will recirculate through the pump, thereby causing the air or vapor to be evacuated from the suction line and thus to re-establish pumping.

3. A liquid chamber surrounds the centrifugal pump, and the pump parts themselves are designed so the air or vapor is drawn from the suction line via the impeller by the liquid and pumping is thus re-established.

No matter which priming principle is used, the self-priming pump can do all of the work formerly allotted to straight centrifugal and most of that allotted to positive displacement pumps, provided viscosities are not high.

The self-priming centrifugal will operate on the suction lifts where straight centrifugals cannot reliably be used, and will work on flooded suctions, as well. It will handle the "dry" products which cannot be handled effectively by rotary pumps, and will handle viscous oils, as well.

The self-primer can be used to unload tank cars from overhead, unload transports, pump into underground or overhead storage, and pump product from underground or overhead to transports, tank cars or loading racks. Moreover, in a bulk plant one self-primer can be used to do all these jobs, provided the piping is arranged to permit it. Since no other pump is so versatile, the installation of self-priming centrifugals in many bulk plants has meant economical, dependable and efficient operation.

Installing A Self-Priming Centrifugal

The self-priming centrifugal pump is today most widely used in the petroleum industry in bulk plants. The majority of these pumps are powered by explosion-proof electric motors. Self-priming centrifugals are also used in transport trucks and aircraft refuelers because of their ability to handle large volumes and "dry" products. Most of these pumps are engine powered.

The self-primer has the characteristic of all centrifugals wherein the delivery of the pump decreases as the head or pressure is increased. If a certain capacity is desired at a loading rack, for instance, the installation must be analyzed and figured carefully and then the correct size pump selected. A self-priming centrifugal pump may deliver 100 g.p.m. at 50-ft. head, but if the head of the installation is increased to 70 ft., this same pump may deliver only 50 g.p.m., depending on the "characteristic performance curve" of that pump.

To figure any pumping job, it is necessary to know the following:

1. Characteristics of liquid to be pumped;

2. Desired capacity in U. S. gallons per minute;

3. Static suction lift (actual height of pump above liquid level);

4. Static discharge head (actual vertical distance from pump to discharge);

5. Size, type and length of pipe, hose, fittings and accessories;

6. Pressure at discharge point, if any.

From the above facts, it is possible to compute the total dynamic head of the installation. Total dynamic head is equal to static suction lift, plus static discharge head, plus friction head.

Typical Problem

A typical problem in pump installation would be the following:

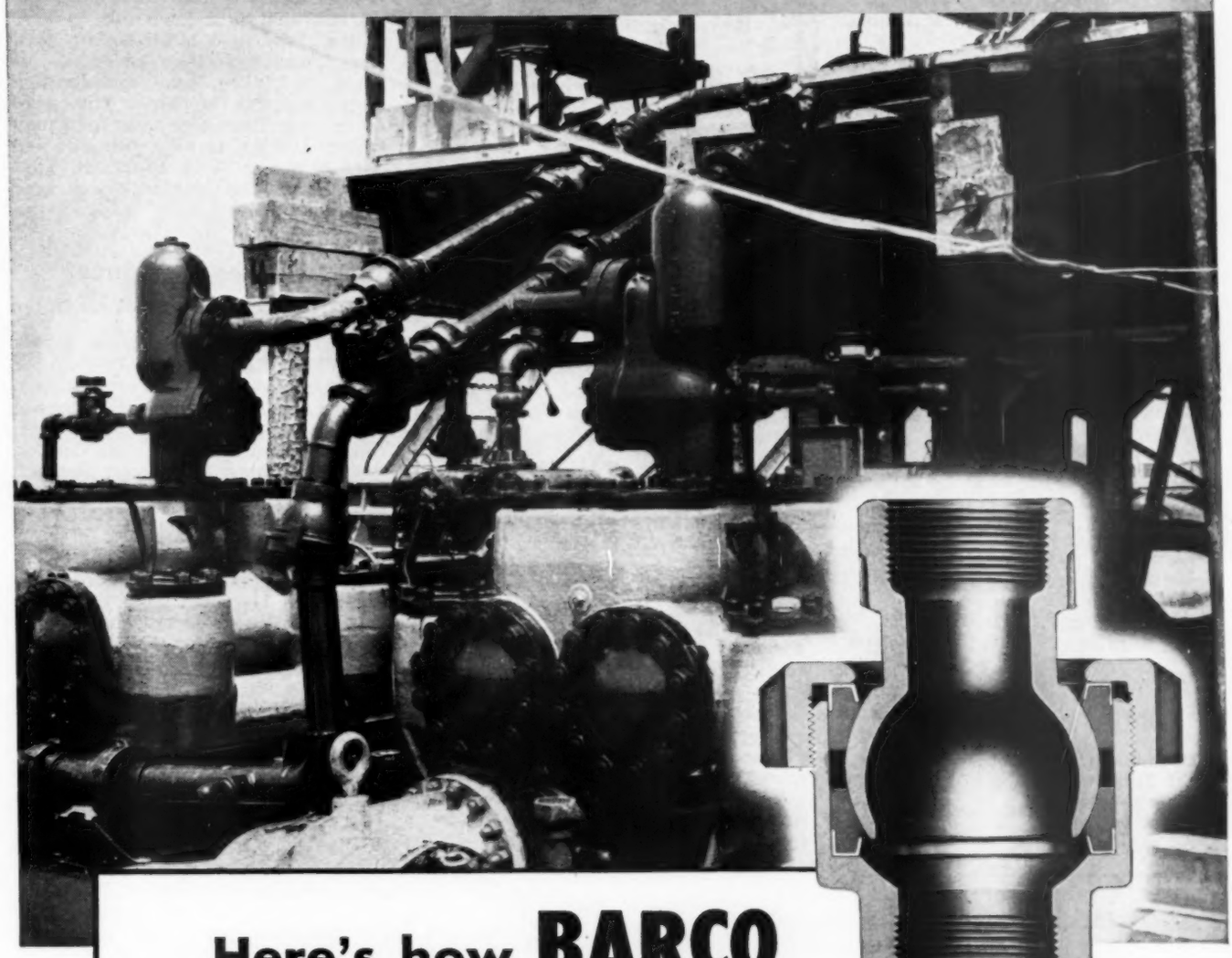
An oil company wishes to pump kerosine at 60° F. from a 12-ft. tank buried three feet under the ground to a loading rack, the spout of which is nine feet above the same ground level and 100 ft. from the tank. The suction line consists of two 15-ft. lengths of pipe and a single poppet 90° angle check valve. The discharge line consists of 100 ft. of straight pipe, air eliminator, strainer, meter, seven 90° elbows, and a loading arm with slow-closing valve. A motor powered pump to deliver 200 g.p.m. at the spout is desired.

A short study of any standard pipe friction table will disclose that 3-in. pipe is suitable, particularly since the length of lines in the above problem is not great and the viscosity of the product is only 35 S.S.U. The pipe friction table will show that the loss of head due to the friction of 200 g.p.m. flowing through 3-in. pipe is 10.8 ft. for every 100 ft. of pipe. Other tables will disclose

Specific Gravity and Viscosity Table

Liquid	Specific Gravity	Viscosity, S. S. U. 40° F.	50° F.	60° F.	70° F.	80° F.	90° F.	100° F.
Water	1.00	31.5	31.5	31.5	31.5	31.5	31.5	31.5
Gasoline	.72 to .75	30	30	30	30	30	30	30
Kerosine	.78 to .82	35	35	35	35	35	35	35
No. 1 Fuel Oil	.82 to .95	36	35	34	33	32	31	31
No. 2 Fuel Oil	.82 to .95	43	40	39	37	36	35	34
Diesel Fuel Oil	.82 to .95	80	70	60	55	50	47	44
No. 3 Fuel Oil	.82 to .95	120	94	76	66	57	51	48

DO YOU HAVE A PROBLEM IN PIPE ALIGNMENT?



Here's how BARCO solves it in a mud pump

Barco ball joints are used on this mud pump in the oil fields. Because of their flexibility, Barco Joints take care of piping misalignment caused by the pump settling. They also facilitate quick break-down and setting-up of drilling rig equipment.

This is one of the many, many applications of Barco Joints in practically every field of industry and transportation. By responsive movement through every angle, Barco absorbs strain and stress, compensates for expansion and contraction. The invaluable experience of Barco's engineering department is available to you in solving your own particular problem. Write Barco Manufacturing Company, 1839 Winnemac Avenue, Chicago 40, Illinois. In Canada: The Holden Co., Ltd., Montreal, Canada.

BARCO FLEXIBLE JOINTS

Not just a swivel joint ...but a combination of a swivel and ball joint with rotary motion and responsive movement through every angle.

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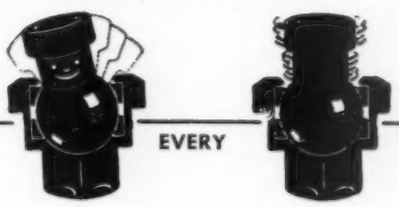

"MOVE IN EVERY DIRECTION"

the friction loss of pipe fittings and other equipment. This loss is generally expressed in terms of equivalent lengths of straight pipe.

Dynamic Suction Head:

Static Suction Lift (Max.)	15 ft.
Suction pipe length	30 ft.
Equivalent pipe length of angle check valve	23 ft.
Total equivalent pipe length	53 ft.
Friction: $\frac{53}{100}$ x 10.80	5.7 ft.
Dynamic Suction Head	20.7 ft.

Dynamic Discharge Head

Static Discharge Head	9 ft.
Discharge pipe length 100 ft.	
Equivalent pipe length of air eliminator (approx.)	30 ft.
Equivalent pipe length of strainer	16 ft.
Equivalent pipe length of meter (approx.)	30 ft.
Equivalent pipe length of loading arm (approx.)	20 ft.
Equivalent pipe length of seven 90° elbows	56 ft.
	252 ft.
Friction: $\frac{252}{100}$ x 10.80	27.2 ft.
Dynamic Discharge Head	36.2 ft.

Total Dynamic Head:

20.7 + 36.2 ..... 56.9 ft.

With the required capacity, total dynamic head and suction lift all known, the proper pump can be readily selected for this installation by referring to selection charts or performance curves of pumps, as supplied by the manufacturer.

Each Job Must be Engineered

From the above it is evident that a self-priming centrifugal pump cannot be purchased from "across the counter." The equipment jobber must be given all the facts regarding a proposed installation so he can supply the correct size pump to give the desired performance.

It is also evident that these pumps should not be purchased with the idea that they can be put in a warehouse from which they can be drawn indiscriminately whenever and wherever a pump is needed. This procedure will all too often result in the wrong pump being installed for the particular application and, therefore, a dissatisfied operator. Manufacturers and jobbers are warning customers against indiscriminate application for fear that the self-priming centrifugal will unnecessarily receive a black eye.

Before installing any pumps on suction lifts, it is wise to check and make certain that the static and dynamic suction lifts do not exceed good practice. The following table gives these practical maximum suction lifts for gasoline, kerosine and fuel oil at various temperatures:

Acknowledgment

Acknowledgment is hereby given to the following companies for their assistance and co-operation in furnishing material and technical advice upon which to base this article on centrifugal pumps:

Allis-Chalmers Manufacturing Co.
Marlow Pumps.
The Wayne Pump Co.
The Yale & Towne Manufacturing Co.

Maximum Practical Dynamic Suction Lifts in Feet
Sea Level Atmospheric Conditions

		GASOLINE				
Temperature	Fresh Water	WINTER Reid Vapor Pressure 12 psi	AUTUMN Reid Vapor Pressure 10 psi	SUMMER Reid Vapor Pressure 8 psi	Kerosine	Fuel Oil
40	26.5	18.1	19.6		21.5	20.5
50	26.5	16.2	17.7	20.0	21.5	20.0
60	26.5	13.6	16.5	18.7	21.0	19.5
70	26.5	9.8	13.6	16.8	19.5	18.5
80	26.5	2.8	9.8	14.6	19.5	17.0
90	26.3		3.2	11.9	19.0	15.5
100	26.0			6.0	18.5	14.0
110	25.5				17.0	12.0
120	24.5					
130	23.5					
140	22.2					
150	20.0					
160	17.5					
170	14.5					
180	10.8					
190	6.5					
200	2.0					

If the plant in which this pump is to be installed is greater than 500 ft. above sea level, it will be necessary that the following subtractions be made from the maximum practical suction lift:

Altitude	Water	Gasoline	Kerosine Diesel Fuel Oil
500	0.6 ft.	0.9 ft.	0.8 ft.
1000	1.2	1.7	1.5
1500	1.8	2.5	2.2
2000	2.4	3.3	3.0
2500	3.0	4.2	3.6
3000	3.5	4.9	4.3
3500	4.1	5.7	5.0
4000	4.6	6.4	5.6
4500	5.2	7.2	6.3
5000	5.7	7.9	6.9

The capacity of any pump is decreased as the suction lift is increased. Therefore, it is a good rule to keep suction lifts to a minimum. In fact, the dynamic suction lift must always be taken into consideration when selecting a pump. The same pump under the same total head may deliver 100 g.p.m. on a 5-ft. lift and only 70 g.p.m. on a 15-ft. lift. That is more or less true with any type of pump.

Barton Urges Vigilance Against Socialism in U. S.

Special to NPN

LITTLE ROCK, Ark.—Calling for "constant vigilance as a primary weapon against the creeping disease of socialism in America," Col. T. H. Barton, board chairman, Lion Oil Co., warned against the government's "trend toward paternalism," in speech Nov. 29.

Addressing the 15th annual convention of Oil Dealers' Assn. of Arkansas, Col. Barton declared: "Unfortunately this doctrine that the government should provide economic security to everyone has taken root in the minds of millions of loyal Americans," adding:

"We have advanced far enough on the road to socialism; it is time to stop and stamp out every symptom of this disease."

Commenting on the oil industry in Arkansas, Col. Barton noted that last year 32 million bbls. of oil were produced in the state, and that oil reserves valued at $1 billion are known to exist. "There is no danger that the state will run out of oil in the near future," he concluded.

Also addressing the convention was U. S. Senator J. W. Fulbright, who told oil men he favored finding some way in which the government can aid small business to expand and grow, since people developing small businesses provide the energy and brains which make the country grow.

(For a report on resolutions adopted by Oil Dealers' Assn. of Arkansas, see NPN Nov. 30, p. 20.)

Handbook on Weighing, Measuring Devices Revised

Special to NPN

WASHINGTON—Revised handbook of National Bureau of Standards on specifications, tolerances and regulations for commercial weighing and measuring devices is now on sale for $1 through Superintendent of Documents, U. S. Government Printing Office, Washington 25, D. C.

Stiff-bound 144-page handbook, H44, includes tolerance changes in wholesale gasoline meters recommended by National Conference on Weights & Measures last May.

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A Trip on An Oil Barge

Skill and Experience of Men Combine with Modern Equipment to Speed Oil Movement on Ohio River

The author recently spent a vacation as guest of the Ashland Oil and Refining Co. on its towboat Paul Blazer, making a round trip between the refinery near Ashland, Ky., and the crude loading station at Mount Vernon, Ind., which supplies the refinery with a large portion of the 38,000 b/d of crude it runs. The accompanying are his impressions of moving oil in volume by barge.

The photographs were taken by Louis M. Slack, Jr., Dayton, O., who was a guest on the Blazer on its preceding trip.

Tow of 15 barges, three abreast, stretches ahead of the towboat, Paul Blazer, for nearly 1,000 ft.

By V. B. GUTHRIE
NPN Associate Editor

There's more to barging oil on the Ohio than meets the casual eye. Seen from a bridge or the river bank, a tow moving steadily along at 9 or 10 miles an hour appears a carefree enterprise. Ride on one for a few days, however, and you get some idea of the skill and experience of river men engaged in this work.

The 15 barges that make up the tow—if the towboat is the motor vessel Paul Blazer, Tri-State or Ashland, of the Ashland Oil and Refining Co.'s river fleet—might be carrying up to 155,000 bbls. of crude. That amount is the equivalent of 700 to 800 tank car loads. Hauled by rail it would make up into six or seven clattering freight trains.

Barge transportation of oil is an important activity of Ashland and many other oil companies which are using the nation's shallow-draft waterways for the low-cost transportation of crude and products. The physical work of maneuvering, assembling and moving the barges is an intricate technique.

A barge loaded with 9,000 or 10,000 bbls. of crude oil is a clumsy deadweight of around 1,200 tons, 35 ft. wide, 195 ft. long, without any motive power of its own. On the river, everything depends on good teamwork between the pilot, using the power in the towboat, and the crew on the barge decks for the efficient dispatch of the cargo. The barges, individually and in groups, are maneuvered through locks; nosed along streams where there is only a few inches of water under their bottoms; lashed to trees or a "dead man" on the bank when landing stages aren't available; worked free without damage to barge or cargo when occasionally stuck on a sandbar—all in a day's or night's work. In port, they have to be assembled into tows of 15, sometimes 17 units, with the barge manifolds arranged for convenient loading or unloading.

A Tow Goes Through a Lock

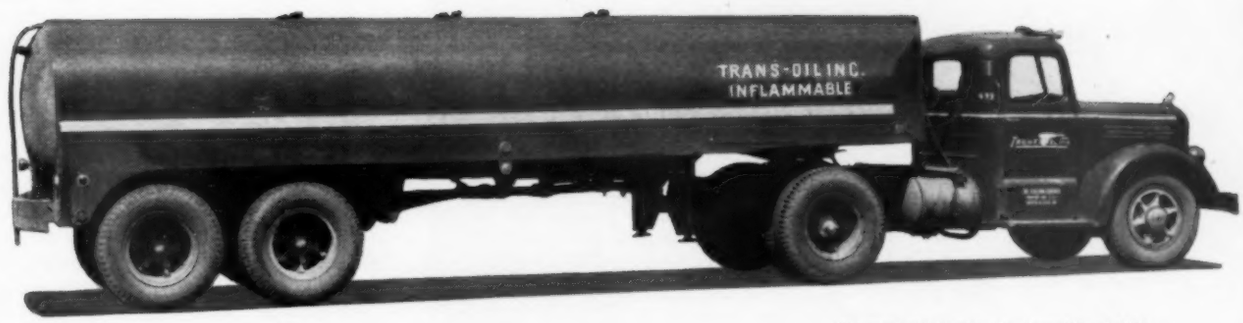
Here's an account of putting a tow through a lock on the Ohio, as seen from the pilothouse on the towboat, an operation repeated many times on the round trip between the refinery near Ashland, Ky., and the crude loading station at Mount Vernon, Ind:

It's along in the forward watch. The Paul Blazer, with its tow of 15 barges, is running on the pool above Lock 30. The whistle from the superchargers on its two Diesels has stepped up in key, and makes a thin, piping accompaniment to the steady beat of the propellers. The banks with their green trees have faded into the same blackness as the water slipping by. In the dark pilothouse, Captain Kent Booth checks passing shore lights and watches the radar screen, where a revolving finger of light charts the position of the vessel between the river banks.

Then the lights on the lower deck snap on. Mate "Shorty" Rogers and his team of deck men in their bright orange lifebelts, come out on the playing field, in this instance the decks of the lashed barges. The searchlights on either side of the pilothouse pick up their figures as they move up to the head of the lead barges, nearly 1,000 ft. away from the towboat.

A half mile or so ahead across the black water is Lock 31. Its lock chamber is 110 ft. wide and the width of the three-barge-wide tow is 105 ft. The pilot must thread the tow into the lock chamber with but five feet clearance. "Shorty", via the barge phone line, gives the pilot the position of the head, almost in feet and inches, for a slight miscue would mean ramming a barge into the lock wall extending 600 ft. out from the chamber. The lead barges are snuggled up to the wall so smoothly not a jar is felt, and lashed by the deckmen to the mooring cleats on the wall.

Back at the stern of the tow, a beam from a searchlight feels along the bank closeby. Captain Booth, at the pilothouse controls of the Diesels, brings the rear of the tow into position and holds it there while the lock gate opens. Then the tow is pushed into the 600-ft. lock chamber, which will accommodate nine barges with but little clearance. The first nine barges are unlashed by "Shorty's" team, and the rest of the tow backs away. The barges are moored in the lock chamber, so the surge of water in the chamber won't jam them into the gates. Pulled through the chamber by a powered cable, the barges are moored to the lock wall on the far side. Then the operation is repeated by the towboat and the other six barges. This is double-locking and takes from an hour and a quarter to an hour and a half. From the pilothouse, the pilot



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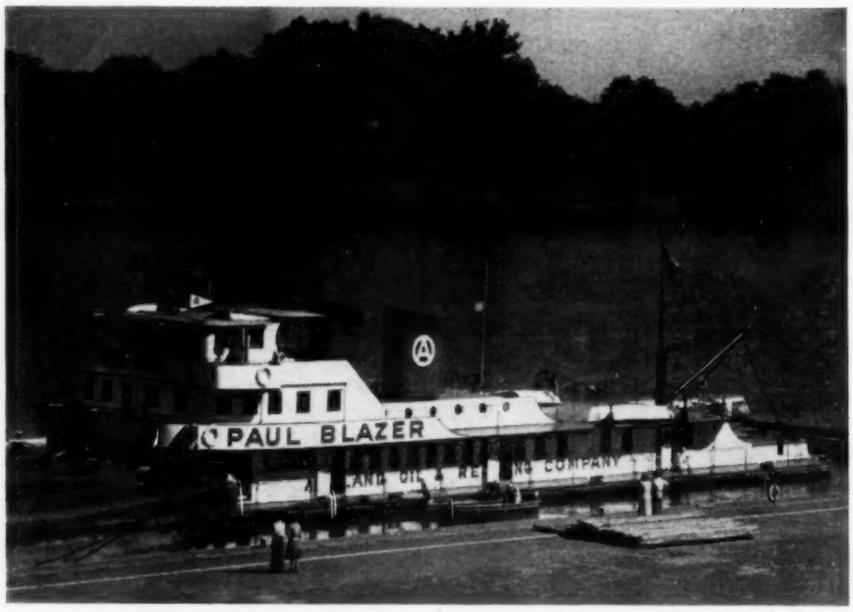

The Paul Blazer moving its tow through a lock on the Ohio

directs the operation by means of a public address system which carries his voice to the head of the tow.

When the river is low, locking has to be repeated 36 times on the 1,024-water-mile round trip between Ashland and Mount Vernon. The total difference in water level is 165 ft., the greatest for any one lock being 37 ft. at Louisville. For about six months of the year, navigable passes make it unnecessary to lock through most of the dams. At such times the swifter current slows the speed of the tow upstream and the time required for the round trip between Ashland and Mount Vernon remains eight to 10 days.

The locking operations go on in darkness, fog, snow, ice and high winds, which make handling empties difficult, for the Ashland barges run the year around. At the start of the trip the empty barges have to be picked up by the towboat at various unloading docks around Ashland and assembled into the tow. Some are dropped off at Owensboro for loading with Kentucky crude; some are loaded at Mount Vernon with Illinois and Indiana oil. Sometimes barge loads of products are made up in the tow. Assembling of the barges has to be repeated in making up the tow for the return trip. Final chore is to scrub oil spots off the barge decks, for safer footing for the deck crew.

'Wiring' Barges

The operation of lashing the barges together into a tow is called "wiring", by the river men. This is a magnificent understatement. The lashing is done with inch-thick steel lines, chains and ratchets, with which the lines from barge to barge and barge to towboat are pulled as taut as a violin string. There can be no play between barges, when the tow unit, 1,125 ft. long, is under way, buffeted by wind and current. It takes about 85 wire lines and ratchets to make up a 15-barge tow.

The temporary moorings at the locks, at landing stages and in the preliminary work of making up a tow, are done with two-inch manilla ropes. The crew men learn how to handle the rope lines adeptly, throwing a loop from a moving barge deck over a timber head on a landing stage, and then fastening the rope around a kevel on the barge to check its movement. A river man would likely give up all movable items on deck to keep his lines. Those not in use are neatly coiled and covered with tarpaulin when not in use. Beginners as river men are taught how to coil lines as well as how to use them in mooring and checking.

The oil barge of today is far from being a steel box with bulkheads, containing eight tanks. Starting in the middle '30s it became evident that the barging of oil was going to be a leading item in the commerce on the Ohio River waterway, which was building up again after being somewhat dormant since the busy days of the packets. Improvement in design and construction of barges was studied, as well as the arrangement of the tow. This work was done by the operating companies and various naval engineering designers and shipbuilding concerns. Barges are now as efficiently designed as any other type of vessel.

Another improvement has been the introduction of "articulated fleets." Here there are no raked (slanting) ends where two barges are lashed together. A bow rake is built for the lead end of the forward barge, and a stern rake for the trailing end of the stern barge. So-called box barges, with straight ends, are put in the middle of the tow. Thus the entire barge assembly in a tow can have a similar design to that of a powered ship.

The technique of push-towing, in place of pull-towing, was adopted by pioneer river men because of the navigation handicaps of the Ohio waterway. It was later scientifically learned that push-towing requires about 20% less horsepower than pulling barges. Screw boats replaced stern wheel vessels because they added to the maneuverability of a pushed tow.

Much has been written about the towboat Paul Blazer, built in 1941 for Ashland Oil, and its later companion ships, Tri-State and Ashland. These three are used principally for moving crude. The company runs other tows in product transportation, as far up the Ohio waterway system as Floreffe, above Pittsburgh on the Monongahela, as far down as Nashville, on the Cumberland and Paducah, near the mouth of the Ohio.

The Blazer's two Diesel engines together were rated originally at 1,600 horsepower, but have been built up to 2,200 by supercharging. Only a fraction of this is needed for propelling the tow but full power is often used in maneuvering the barges. Control of the engines is from the pilothouse, a great advantage over steam engines. Ashland's vessels are among the few on the Ohio equipped with radar. Other navigation helps are ship-to-shore telephone service and a public address system for supervising work on the barge decks.

Comfort for the Crew

Living on the Blazer for a few days emphasizes its provisions for the comfort of the crew. They sleep in the same type of double deck beds as are in the guest cabins. The crew quarters are provided with showers and a lounge. In the galley, facilities for storing and preparing food are superior to those in most homes. They include a spacious deep freeze unit; refrigerator; electric stove, dish washer and coffee urn; stainless steel sink and drain boards.

The best description of the food served is to state that guests have the same meals as are provided the crew—and no man could ask for more. Here's a menu of a regular week day dinner: roast pork with cranberry jelly, paprika potatoes, stuffed egg plant, lima beans, asparagus, sliced tomatoes, pickles and for dessert banana pudding with whipped

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4. Top Performance with Economy: Each truck is powered with a *"Job-Rated"* truck engine. Your power matches your load. Compare Dodge with competition on this important point.

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One man makes connections easily with new oil hose

New B. F. Goodrich barge-loading hose speeds loading, cuts labor costs 50%

BECAUSE it averages 40% lighter than ordinary hose, the new barge-loading oil hose designed by B. F. Goodrich can be coupled by one man, carried by two. Its lighter weight lets one man do the work of two in coupling, lets two do the work of four in carrying it. Its patented Flexseal ends make coupling easier and eliminate gaskets.

Saves half a ton — Half a ton or more can be saved in the over-all hose hookup, of just one oil line. A twenty-foot length of 6-inch hose, with built-in nipples and flanges, weighs 342 lbs. In the new B. F. Goodrich hose it weighs only 193 lbs. — a saving of 149 lbs. in just one length!

Tripled end flexibility—This new hose adds approximately 5 ft. of flexible end to every length. Ordinary hose using built-in nipples and flanges is stiff and inflexible for about 3 ft. at each end. Flexseal ends make this new hose flexible up to 6 to 10 *inches* from the end — practically flange-to-flange flexibility.

Tight gasketless seal — Patented B. F. Goodrich Flexseal ends seal without gaskets of any kind. The flared ends covered with soft, compressible rubber couple with split flanges to form a perfect gasketless seal.

This new hose is recommended for full vacuum and 100 lb. discharge service. It is available in lengths up to 50 ft. Ask your local distributor for this type No. 725. It can save you time, men, and money. *The B.F.Goodrich Company, Industrial and General Products Division, Akron, Ohio.*

Barge-loading oil hose BY

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cream. For breakfast there is fruit, cereal, eggs and some kind of meat and frequently flapjacks that melt in the mouth. Sunday dinner is always fried chicken and delicious biscuits. At all hours bread, cheese and pick up meats are on hand for the crew and even for guests.

Of the three liquids which enter into the daily life of river men on an oil tow—water, petroleum and coffee—coffee receives the most thought, attention and comment. Almost every man on board has his own ideas as to how it should be prepared, and many take a hand in making it. Company rules call for this beverage always being available in an electric urn in the galley. Some river men believe the best coffee is brewed in an old fashioned coffee pot and, when out of port, a pot is generally on the range. Some pilots are so particular about their coffee they bring an electric hot plate and cook their own in the pilothouse.

On the Blazer, James Everett Smith—"Smithy" to all—rules in the galley. With "Smithy" cooking is a revered profession and the recipes for his favorite dishes are not given to one and all. The women in this party, however, bartered one or two from him and even wangled an invitation to the galley to see him make biscuits. When the Blazer is in port near Ashland, company officials frequently entertain guests by bringing them aboard for one of "Smithy's" meals.

Capt. T. Kent Booth at the pilothouse controls of the Paul Blazer. He is the fourth in a line of Ohio River pilots going back to his great grandfather. In the background is Carl Smith, pilot in training

Capt. Booth

Kent Booth, relief captain on the Blazer on this trip, comes from a long line of river men. His great grandfather and grandfather were Ohio River packet pilots and owners, and carried oil in wooden tanks in the early days of the Pennsylvania and West Virginia oil fields. His father built a packet, the Liberty, from timbers on his own farm and operated the boat on the Ohio.

Capt. Booth had to work three years on deck and then pass a Coast Guard and Marine Inspection Service examination to become a licensed pilot. Part of the examination consists in charting from memory the stretch of the river for which a pilot's license is sought. He had to pilot three years more and pass another examination to become a captain.

William E. Morrison is the regular captain of the Blazer. His regular crew numbers 15, consisting of a pilot, mate, assistant mate, chief engineer, second engineer, two junior engineers, cook, cabin boy and six deck men. The crew stands alternating six-hour watches, seven including three deck men being on duty at all times. The men receive one day of paid vacation for each two days worked.

The names of landings along the Ohio are intriguing in themselves and many are the locale of river lore. There's Oxbow Bend, on the Kentucky side, below Louisville. Here mates of some of the pioneer packets, the story goes, landed some of their crew with shotguns. They deployed over the hills hunting rabbit, squirrel and other small game, for fresh meat for their vessels. They would have two or three hours to hunt before their ship could make the bend and pick them up at Allen or Davis Landing, barely half a mile from where they had been put ashore.

The official navigation charts list J. McHarry's Tomb, high in the limestone bluffs on the Indiana side, not far from Fishtown Landing. Here Pilot J. McHarry, by his own stipulation, was buried standing so he could face the river. There is Rabbit Hash, Ky., where people still send letters to be postmarked, only to be disappointed because there is now no postmaster in Rabbit Hash and their letters are ferried across and postmarked in Rising Sun, Ind.

The most pleasant hours of a trip on the Ohio on an Ashland Oil tow are when the ship and barges are running in the sunlight on the pools between the locks. From the yard of a house on the bank a white cloth flutters, or there is a handwave from the shore or a salute from a passing vessel. For the Ohio is a friendly highway and Ashland's pilots are known up and down for passing along fresh channel information and helping out in other ways.

The tension in the pilothouse is relieved. At such times a visitor who is well behaved may even be invited in to sit quietly on the pilot's bench along the back wall. The talk between the pilot and his relief is of the river, often of the early packet days.

The prowess of river navigation in those early days must be acknowledged, for the stories are vivid with color and action. The visitor may not say so but he likely is thinking: if some of those pioneer pilots could come back to life today clad in earthly raiment, they would doff their tall hats, badge of their profession, and bow respectfully to the navigators and youthful crewmen on the oil tows, for their part in bringing back the life of commerce to their beloved river.

'Gas' Tax Receipts up

NPN News Bureau

WASHINGTON—Federal gasoline tax collections totaled $49,320,823 in October compared with $45,803,408 in same month last year, Bureau of Internal Revenue reports. Lube oil collections also were up nearly $900,000 at $7,163,259, but receipts from 3% tax on transportation of oil by pipe line dropped to only $1,286,669 from October 1948 total of $2,004,000.

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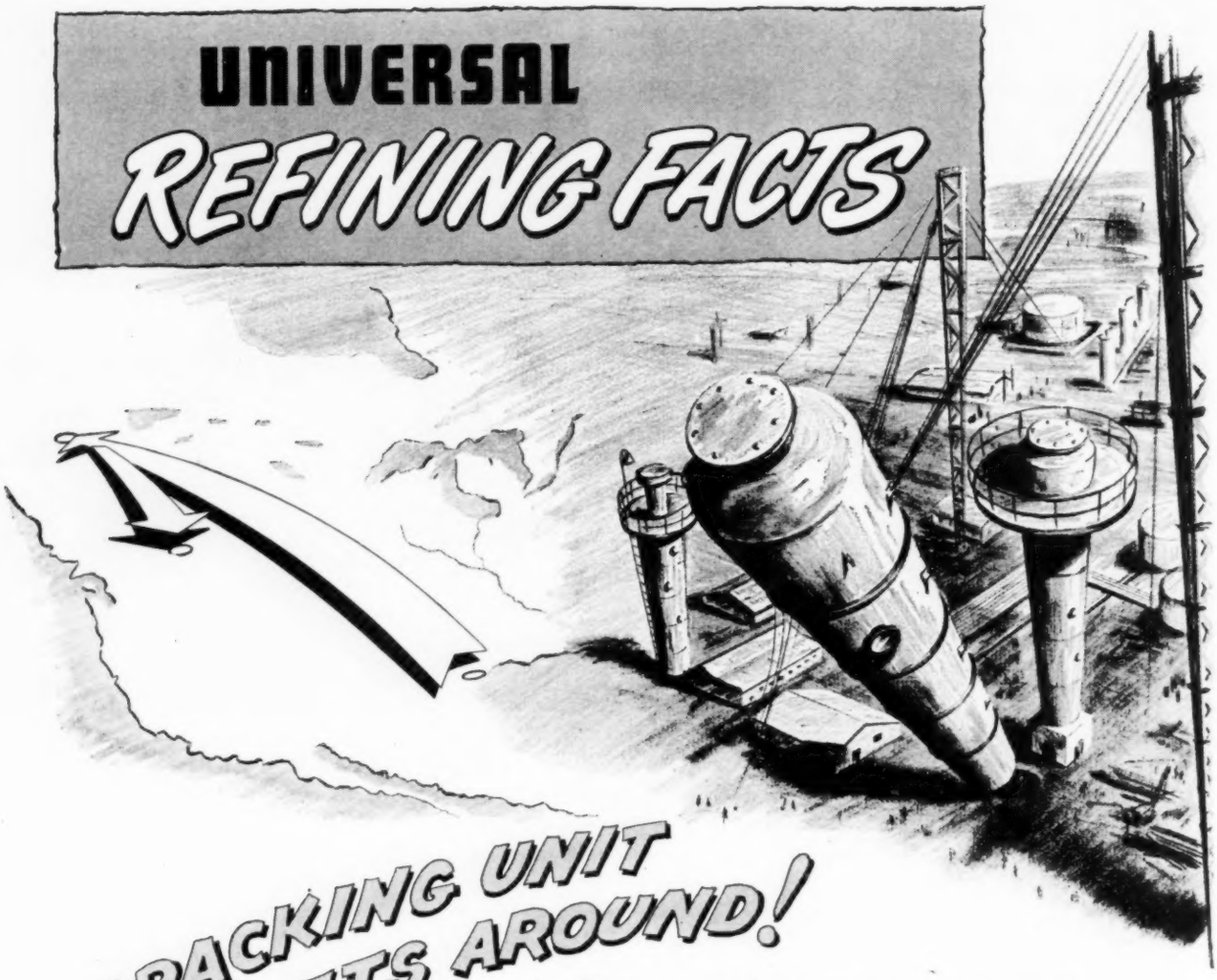

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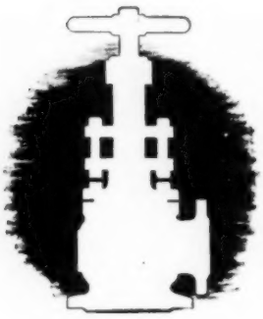
MOTOR FUEL WAS NEVER SOLD UNDER A NAME LIKE THIS BUT "HAMMER BRAND" WAS THE TRADE TERM FOR SOME STRAIGHT RUN GASOLINE BECAUSE OF THE KNOCK IT PRODUCED IN AUTOMOBILE ENGINES. UNIVERSAL PIONEERED THE DEVELOPMENT OF CONTINUOUS CRACKING OF HEAVY CHARGE STOCKS THAT MADE ANTI-KNOCK FUELS AVAILABLE AND PUT "HAMMER BRAND" OUT OF BUSINESS.



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IN THE EARLY DAYS OF REFINING, GLOBE OR SLIDE VALVES FOR HIGH PRESSURE DROPS REQUIRED CONTINUAL MAINTENANCE. THAT'S WHY UNIVERSAL ENGINEERS WORKED WITH VALVE MANUFACTURERS TO DESIGN THE STREAMLINED ANGLE VALVE FOR HIGH PRESSURE DROPS AND EROSIVE SERVICE . . . STANDARD THROUGHOUT THE INDUSTRY TODAY.

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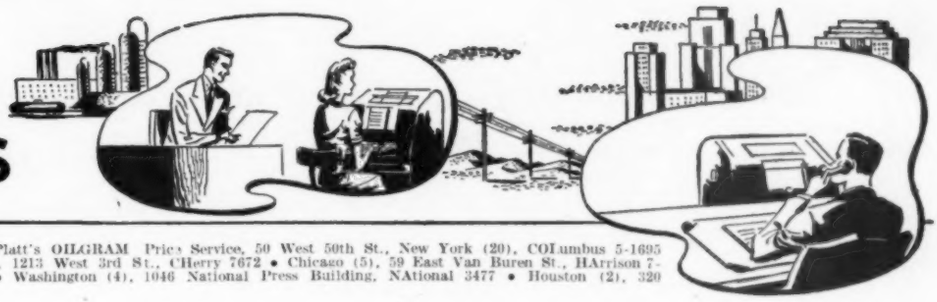
Oil Markets



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Residual Fuel Demand Rises Sharply in the Midwest; Tanker Rates Up; Gasoline Prices Off in Most Areas

Refiners closed out November business in the midst of two distinct and general price tendencies. Gasoline prices were falling seasonally, and heavy fuel prices East of the Rockies were on the uptrend. Distillates generally were unchanged, although over-all demand was somewhat livelier than heretofore.

Two factors contributed largely to the general strength in No. 6 fuel oil. There was a pronounced increase in demand throughout the Midwest, principally from railroads, steel mills and other industrial buyers. In the East, tanker rates from the Gulf Coast snapped back to USMC flat for clean trades and USMC, less 10% for dirty. The result was a marked tightening of the recently sloppy seaboard markets, notably at New York Harbor.

Declines in gasoline were general in most areas east of the Rockies. While there was no change in gasoline prices in California, inventories in that area were sharply higher.

Crude oil markets were unchanged. There continued to be numerous offerings available in the Southwest for outright sale. Most sources said the Armed Services Petroleum Purchasing Agency's tender for 960,000 bbls. of crude for shipment to Japan would be amply subscribed.

Once again the Midwest proved the first area to experience further increases in demand for residual fuel oil. Prices were higher by 10c per bbl. in Oklahoma, and No. 6 was quoted at prices ranging from $0.90 to $1.00 per bbl.

Residual fuels also were priced higher in the Chicago district. Low sulfur Nos. 5 and 6 oils were up 0.1c, per gal. for truck transport lots, and offered at prices ranging upward from 6.3c and 5.7c, respectively. High sulfur No. 5 was offered at prices ranging from 6.14 to 6.3c per gal.; No. 6 from 5.2 to 5.4c, both up 0.1c.

Midwest tank car marketers early in week reported several substantial tank car movements of No. 6 fuel, in some instances in lots of 50 cars, at $0.80 per bbl., Group 3. Toward the end of the week, the amount of No. 6 available below $0.85 per bbl., for resale, was said to be negligible.

While heavy fuel demand along the eastern seaboard generally was more active, its effect on prices probably was overshadowed by the sharp and rapid rise in tanker rates for December. Dirty tanker rates for Gulf-North of Hatteras trades jumped within three days from USMC, less 22½% to USMC, less 10%, or $2.21 per ton and $2.57, respectively.

One clean Liberty vessel was fixed at USMC flat, $2.85 per ton, whereas two days previously a clean T2 for the same voyage was chartered at USMC, less 20%, or $2.25 per ton.

The immediate result of the higher tanker rates was to remove much of the sloppiness that has prevailed in New York Harbor fuel oils for several months. Barge lots of heavy fuel previously offered at $1.95 and $2.00 per bbl. were withdrawn because sellers were unable to replace the material at those prices from the Gulf.

New York Harbor No. 2 fuel prices were up on the lows for barge lots. Prices rose from 7.75c per gal. to 7.9c; the latter price was the generally quoted price after suppliers' 0.6c discount from 8.5c.

Early December reports from the metropolitan New York area indicated some majors were planning on early removal of 0.6c discount for wholesale sales of No. 2 fuel. This discount has been in effect during most of November. On the other hand, suppliers in the Southeast said that heating oil discounts averaging 0.4c per gal. were offered at some points. Some major suppliers in Florida were reported giving free delivery service, the equivalent of 0.2 to 0.4c in some instances.

Meanwhile, gasoline prices were slipping downward in most areas. At the Gulf, cargo prices for most motor grades were off in amounts ranging from 0.25 to 0.5c per gal. Low octane gasoline, 70-72 leaded, was offered at 8.75c per gal.; 79 oct. Research at 9.25c; 83 oct. Research at 9.5c and 86 oct. Research premium at 10c. Grade 100/130 aviation gasoline in cargo lots was quoted at 16c, off 0.25c.

Plentiful gasoline supplies generally have spread to all segments of the trade. Price wars were raging in Milwaukee and Chattanooga. One refiner at the Gulf said he was offered cargo-a-month over 1950 from four other refiners. A distributor in New York said his supplier had made available to him more gasoline "than he possibly could sell."

The cuts at retail at Milwaukee were termed "drastic" by some observers. Some majors, including

OIL MARKETS

Summary of Daily Gasoline Prices (Nov. 29 through Dec. 5)

	Monday Dec. 5	Friday Dec. 2	Thursday Dec. 1	Wednesday Nov. 30	Tuesday Nov. 29
Motor Gasoline 82 Oct. R (Premium):					
N.Tex.(For shpt. to Tex.&N.M. dest'ns)	11(1)	11(1)	11(1)	11(1)	11(1)
W.Tex.(For shpt. to Tex.&N.M. dest'ns)	(1)11-11.75(1)	(1)11-11.75(1)	(1)11-11.75(1)	(1)11-11.75(1)	(1)11-11.75(1)
Cent. W. Tex. (Truck Tnsp.)	(1)11.25-11.5(1)	(1)11.25-11.5(1)	(1)11.25-11.5(1)	(1)11.25-11.5(1)	(1)11.25-11.5(1)
Motor Gasoline 86 Oct. R (Premium):					
Oklahoma (Group 3)	(1)10.5-11.625(1)	(1)10.5-11.625(1)	(1)10.5-11.625(1)	(1)10.5-11.625(1)	(1)10.5-11.625(1)
Midwestern (Group 3 basis)	(1)10.5-11.625(1)	(1)10.5-11.625(1)	(1)10.5-11.625(1)	(1)10.5-11.625(1)	(1)10.5-11.625(1)
N.Tex.(For shpt. to Tex.&N.M. dest'ns)	(1)11-12.75(1)	(1)11-12.75(1)	(1)11-12.75(1)	(1)11-12.75(1)	(1)11-12.75(1)
W.Tex.(For shpt. to Tex.&N.M. dest'ns)	(1)11-11.25(1)	(1)11-11.25(1)	(1)11-11.25(1)	(1)11-11.25(1)	(1)11-11.25(1)
E. Tex. (Truck Tnsp.)	(1)11-12.5(1)	(1)11-12.5(1)	(1)11-12.5(1)	(1)11-12.5(1)	(1)11-12.5(1)
Cent. W. Tex. (Truck Tnsp.)	(1)11.25-11.5(1)	(1)11.25-11.5(1)	(1)11.25-11.5(1)	(1)11.25-11.5(1)	(1)11.25-11.5(1)
Motor Gasoline 76 Oct. R (Regular):					
N.Tex.(For shpt. to Tex.&N.M. dest'ns)	(2)10-10.25(1)	(2)10-10.25(1)	(2)10-10.25(1)	(2)10-10.25(1)	(2)10-10.25(1)
W.Tex.(For shpt. to Tex.&N.M. dest'ns)	(1)10-10.75(1)	(1)10-10.75(1)	(1)10-10.75(1)	(1)10-10.75(1)	(1)10-10.75(1)
Cent. W. Tex. (Truck Tnsp.)	(1)10.25-10.5(1)	(1)10.25-10.5(1)	(1)10.25-10.5(1)	(1)10.25-10.5(1)	(1)10.25-10.5(1)
Motor Gasoline 80 Oct. R (Regular):					
Oklahoma (Group 3)	(3)9.75-10.375(1)	(3)9.75-10.375(1)	(3)9.75-10.375(1)	(3)9.75-10.375(1)	(3)9.75-10.375(1)
Midwestern (Group 3 basis)	(4)9.75-10.375(1)	(4)9.75-10.375(1)	(4)9.75-10.375(1)	(4)9.75-10.375(1)	(4)9.75-10.375(1)
N.Tex.(For shpt. to Tex.&N.M. dest'ns)	(1)10-10.75(2)	(1)10-10.75(2)	(1)10-10.75(2)	(1)10-10.75(2)	(1)10-10.75(2)
W.Tex.(For shpt. to Tex.&N.M. dest'ns)	(1)10-10.5(1)	(1)10-10.5(1)	(1)10-10.5(1)	(1)10-10.5(1)	(1)10-10.5(1)
E. Tex. (Truck Tnsp.)	(1)10-11(1)	(1)10-11(1)	(1)10-11(1)	(1)10-11(1)	(1)10-11(1)
Cent. W. Tex. (Truck Tnsp.)	(1)10.25-10.5(1)	(1)10.25-10.5(1)	(1)10.25-10.5(1)	(1)10.25-10.5(1)	(1)10.25-10.5(1)
Motor Gasoline 60 Oct. M & below:					
Oklahoma (Group 3)	(2)8.5-9.75(1)	(2)8.5-9.75(1)	(2)8.5-9.75(1)	(2)8.5-9.75(1)	(2)8.5-9.75(1)
Midwestern (Group 3 basis)	(2)8.5-9.75(1)	(2)8.5-9.75(1)	(2)8.5-9.75(1)	(2)8.5-9.75(1)	(2)8.5-9.75(1)
N.Tex.(For shpt. to Tex.&N.M. dest'ns)	(2)9.375-10.3(1)	(2)9.375-10.3(1)	(2)9.375-10.3(1)	(2)9.375-10.3(1)	(2)9.375-10.3(1)
W.Tex.(For shpt. to Tex.&N.M. dest'ns)	(1)9.375-10(2)	(1)9.375-10(2)	(1)9.375-10(2)	(1)9.375-10(2)	(1)9.375-10(2)
E. Tex. (Truck Tnsp.)	(1)9.25-10.5(1)	(1)9.25-10.5(1)	(1)9.25-10.5(1)	(1)9.25-10.5(1)	(1)9.25-10.5(1)
Cent. W. Tex. (Truck Tnsp.)	(1)9.5-10.4(1)	(1)9.5-10.4(1)	(1)9.5-10.4(1)	(1)9.5-10.4(1)	(1)9.5-10.4(1)
Motor Gasoline 86 Oct. R (Premium):					
New York harbor	(1)12.3-14.2(1)	(1)12.3-14.2(1)	(1)12.3-14.2(1)	x(1)12.3-14.2(1)	(1)13.1-14.2(1)
New York harbor, barges	(2)12-14.1(1)	(2)12-14.1(1)	(2)12-14.1(1)	(2)12-14.1(1)	(2)12-14.1(1)x
Philadelphia	(1)13.2-13.35(1)	(1)13.2-13.35(1)	(1)13.2-13.35(1)	(1)13.2-13.35(2)	x(1)13.2-13.35(2)x
Philadelphia, barges	(1)13.1-13.25(1)	(1)13.1-13.25(1)	(1)13.1-13.25(1)	(1)13.1-13.25(1)	x(1)13.1-13.25(1)x
Baltimore	(3)12-13.7(1)	(3)12-13.7(1)	(3)12-13.7(1)	(3)12-13.7(1)	(2)12-13.7(1)x
Baltimore, barges	11.9(1)	11.9(1)	11.9(1)	11.9(1)	11.9(1)
Motor Gasoline 90 Oct. R (Premium):					
New York harbor	....	....	....	....	....
New York harbor, barges	13.45(1)	13.45(1)	13.45(1)	13.45(1)	13.45(1)
Philadelphia	(2)13.35-14.3(1)x	(2)13.35-14.7(1)	(2)13.35-14.7(1)	(2)13.35-14.7(1)	(2)13.35-14.7(1)
Philadelphia, barges	13.25(1)	13.25(1)	13.25(1)	13.25(1)	13.25(1)
Baltimore	(2)13.35-13.7(1)x	(2)13.35-14.1(1)	(2)13.35-14.1(1)	(2)13.35-14.1(1)	(2)13.35-14.1(1)
Baltimore, barges	13.25(1)	13.25(1)	13.25(1)	13.25(1)	13.25(1)
Motor Gasoline 83 Oct. R (Regular):					
New York harbor	(1)10.75-12.7(1)	(1)10.75-12.7(1)	(1)10.75-12.7(1)	(1)10.75-12.7(1)	(1)10.75-12.7(1)
New York harbor, barges	(2)10.625-11.5(1)	(2)10.625-11.5(1)	(2)10.625-11.5(1)	(2)10.625-11.5(1)x	(2)10.625-12(2)
Philadelphia	(2)12.1-12.8(2)x	(2)12.1-13.2(1)	(2)12.1-13.2(1)	(2)12.1-13.2(1)	(2)12.1-13.2(1)
Philadelphia, barges	(1)12-12.1(1)	(1)12-12.1(1)	(1)12-12.1(1)	(1)12-12.1(1)	(1)12-12.1(1)x
Baltimore	(3)11-12.5(1)x	(3)11-12.6(1)	(3)11-12.6(1)	(3)11-12.6(2)	(2)11-12.6(2)
Baltimore, barges	(1)10.9-12(1)	(1)10.9-12(1)	(1)10.9-12(1)	(1)10.9-12(1)	(1)10.9-12(1)
Motor Gasoline: Western Penna., Bradford-Warren:					
78-80 Oct. M (Prem)	13.25(1)	13.25(1)	13.25(1)	13.25(1)	13.25(1)
74-76 Oct. M (Regular)	12(2)	12(2)	12(2)	12(2)	12(2)
Western Penna., Other Districs:					
78-80 Oct. M (Prem)	(1)12.5-13.8(1)	(1)12.5-13.8(1)	(1)12.5-13.8(1)	x(1)12.5-13.8(1)	(1)12.75-13.8(1)
74-76 Oct. M (Regular)	(1)11.5-12.8(1)	(1)11.5-12.8(1)	(1)11.5-12.8(1)	x(1)11.5-12.8(1)	(3)11.75-12.8(1)

Note: Research octane ratings, indicated by the letter "R", are minimum ratings. Motor method octane ratings, where used, are indicated by the letter "M".

Standard Oil Co. (Indiana) lowered their prices to 17.4c (ex taxes) for regular-grade and 18.4c for premium. However, several Independents were selling as low as 14.9c for regular and 15.4c for premium.

The same was true at Chattanooga. While the price at many major outlets was 19.5c per gal. for regular grade, Shell Oil dealers and several others were retailing at 17.4c. Recent tank wagon reduction in that area did not affect dealers. The "competitive allowance" of 1.3c per gal. which suppliers had been giving to tank wagon buyers was cut to 1c coincident with the 0.3c reduction in tank wagon price.

In contrast to gasoline, wax supplies were reduced in most trading areas. Both crude scale and refined grades were described in better demand than during recent months.

Status of lubes generally was unchanged. Penna.-district refiners said there was relatively active demand for neutral oils. In the Southwest, solvent refined oils continued plentiful.

GULF COAST

Most Gasolines Quoted 0.25c Lower

Cargo lots of most grades of motor gasoline and 100/130 aviation were offered at lower prices during the last week in November. There was plenty of gasoline available, both for spot lifting and contract purchase over 1950. In contrast to the softening trend in gasoline, heating oils were steadier, and $1.65 per bbl. was generally described as a firm price for Bunker "C" fuel.

Contract sales were relatively active, as was indicated by the sizeable gains in tanker chartering during the last days of the month. Open market selling continued light, but there were a number of long-term trades in negotiation for heavy fuel and aviation gasoline.

The following prices represented new lows this season for cargo quantities of gasoline, and, in the case of Grade 100/130 aviation, the first downward turn in several years: 70-72 oct. leaded, 8.75c, down 0.25c; 79 oct. Research, 9.25c, down 0.25c; 83 oct. Research, 9.5c, off 0.25c; 86 oct. Research premium, 10c, down 0.5c; and Grade 100/130 aviation gasoline, 16c, for a cut of 0.25c.

Most traders said the decline in gasoline prices stemmed mainly from seasonal influences. Stocks were

Explanations of Price Tables

The reader's attention is directed to the following explanations which apply to the Summary of Daily Gasoline Prices appearing on page 42 and the price tables appearing on pages 46-51 of this issue:

The letter "X" indicates a change in price; if the change is on the low of the price range, the "X" is adjacent to the low; if the change is on the high of the price range, the "X" is adjacent to the high; a change from one flat price to a higher or lower flat price, or elimination of the low of a price range, is indicated with an "X" to the left of the new price; elimination of the high of a price range, is indicated with an "X" to the right of the new price.

In the Gulf Coast Cargo price table on page 49, the parenthetical figure after each price indicates the number of companies quoting that price.

In all other price tables, the parenthetical figures before and after prices indicate the number of companies quoting the lows and the highs of the price ranges; no attempt is made to indicate the number of companies whose prices are within the lows and the highs, and therefore no attempt is made to indicate the number of companies contacted for prices for each product. Nearly 200 primary suppliers (refiners and tanker terminal operators), plus an even larger number of other sources (jobbers, compounders, consumers, distributors, brokers, tank car marketers, etc.) are contacted for prices at regular intervals.

relatively plentiful and there were practically no spot cargo buyers in the market.

After some recent weakness, No. 2 fuel was described as "firm at 7c," and Bunker "C" discounts off generally quoted prices were said to be no longer obtainable. However, despite the fact that some buyers were trying unsuccessfully to buy No. 2 at "0.25c off," it was pointed out in the trade that stiffening rates for tankers could bring pressure for either higher prices along the East Coast or lower prices at the Gulf. Present indications were that Gulf sellers were not disposed to "shade" their prices for fuel oils.

One tow-barge of kerosine totaling about 50,000 bbls. was said to have been sold up-river at 0.25c higher than the cargo price, date of lifting. Other requirements of up-river buyers were relatively light for this time of the year. Several suppliers said they had only a few calls for barge quantities of heating oil or gasoline.

ATLANTIC COAST

Fuel Oil Prices Strengthen

Firming rates for spot tankers the past week had the effect of removing much of the recent sloppiness from East Coast fuel oil markets. There was substantial increase in demand, principally for bunker oils but also for No. 2 and kerosine. Tank car prices for gasoline were lower at some points following previously announced reductions of major marketers.

Low quoted prices for barge lots of fuel oil rose to the generally posted levels at New York Harbor. No. 6 oil was up 10c per bbl. to $2.05 and No. 2 prices were advanced 0.15c to 7.9c. Thirteen suppliers at New York quoted $2.05 for No. 6 oil in barges and the same number offered No. 2 at 8.5c less 0.6c discount.

There was considerable talk in the trade that the 0.6c discount for No. 2 wholesale sales would be lifted in the New York Harbor district. While no major marketer made such an announcement, reports from several distributors indicated they had been given advance notice by their suppliers to fill their tanks.

Heavy fuel, after a long period of oversupply, tightened sharply during the last days of November. Oil men said the East Coast finally was feeling the full weight of the many conversions by industries from coal to oil. One large distributor in Connecticut cited the fact that three nationally known industries in his immediate vicinity had converted from coal to oil in the recent past.

No. 2 fuel demand also was up considerably. Many buyers who have remained aloof from wholesale markets were anxious to buy once they ascertained that prices had turned upward. The result was that some barge buyers at New York were trying without success to cover their requirements at 7.75c after prices had advanced to 7.9c. Reports that the 0.6c discount might be removed in the near future brought additional buyers to the market. One Independent supplier at New York said that on one day he had requests from barge-lot buyers for No. 2 totaling 85,000 bbls. Suppliers generally were not anxious to let material go at 7.9c following the recent sharp increase in tanker transportation costs.

Some sellers said that for the first time this year there was sizeable gain in demand for kerosine. Kerosine traditionally is a "weather product."

Despite the general firming in heavy fuel prices, there was continued sharp competition for new industrial accounts. Tankcar prices for No. 6 generally were 3c per bbl. lower at Boston and Providence. Socony-Vacuum lowered its No. 6 tank car prices 3c per bbl. to $2.075 at Providence and $2.10 at Boston.

MID-CONTINENT

Residuals Hold Open Market Interest

Open market inquiry continued to center on residual fuel in the Mid-Continent during the past week. A gradual pick-up in light fuel shipments to regular customers was noted by most refiners, but reports conflicted on gasoline. Conventional and solvent lubricating oil markets appeared unchanged.

No. 6 fuel was up 10c on the low of price range in Oklahoma when the refiner formerly quoting $0.80 per bbl. advanced to $0.90. Elsewhere in Mid-Continent heavy fuel prices were unchanged.

Reports from brokers indicated No. 6 oil was becoming tighter. Several said a Texas Panhandle refiner who had been offering at $0.75 and later at $0.80 per bbl., Group 3, had withdrawn from the open market. No flat price sales of residual were disclosed. A Kansas refiner reported selling a total of 10,000 bbls. of No. 6 fuel to two Midwest brokers for December shipment to the Chicago area at "low of Group 3 published price," and sale of 3,000 bbls. of No. 6 for prompt shipment to a Midwest broker at "Group 3 low" was reported by a Central West Texas refiner.

Reports on gasoline varied. While some refiners estimated an increase in their gasoline sales in November over October of up to 20%, others said demand was off considerably and inventories were rising.

Only open market sale of gasoline reported was of a transport load of approximately 3,000 gals. of 86 Research premium at 11.5c, FOB plant, by a Kansas refiner to a jobber in the state.

Prices ranged higher for both grades of No. 2 color conventional neutral oil when one refiner reported advancing his FOB Tulsa basis quotations 0.25c to 10c for 60-85 vis. and 10.5c for 86-110 vis. Supply of conventional lubes was said to be in fair balance with demand, but solvent oils still were "sloppy."

OIL MARKETS

NPN Gasoline Index

	Cents Per Gal. Dealer T.W.	Tank Car
Dec. 5	14.92	10.95
Month Ago	15.14	11.11
Year Ago	14.64	11.25

Dealer index is an average of "undivided" dealer prices ex tax, in 50 cities.

Tank car index is weighted average of following wholesale markets for regular-grade gasoline, FOB refineries or terminals: Okla., Midwestern, W. Penna., Calif., N. Y. Harbor, Philadelphia, Jacksonville, Boston and Gulf Coast.

CHICAGO DISTRICT

Residuals Advance; Distillate Prices Steady

Residual fuels were priced higher at Chicago in the week ended Dec. 3, and trade sources said product "had become severely tighter." While reports on light fuels were somewhat mixed, the trend was toward firmness with over-all demand showing an increase. Gasoline stocks continued high and prices "easy," traders said.

Prices for both low and high sulfur residual fuels advanced as supplies became noticeably shorter. Low sulfur Nos. 5 and 6 fuels were up 0.1c on the lows of ranges and were quoted at 6.3 to 6.7c and 5.7c, Chicago District, for the two grades, respectively. High sulfur No. 6 fuel ranged from 5.24 to 5.4c, up 0.1c on the high and only fractionally on the low when a marketer withdrew his quotation of 5.2c because he was "sold up." High sulfur No. 5 was up 0.1c on the high and ranged from 6.14 to 6.3c.

Although trading in gasoline was "slow," prices for 86 Research oct. premium grade were up 0.25c on the low and ranged from 12.25 to 12.625c when a marketer reported a similar advance in his quotations.

Light fuels were in better demand, but comparatively small quantities were reported sold. A terminal operator said his sales volume of No. 2 fuel at 9.125c, terminal, was "substantially better" since Dec. 1.

CENTRAL MICHIGAN

Light Fuel Shipments Increase

Refiners in Central Michigan generally said there was increased demand for light fuels beginning the first of December and that product prices "looked firmer" for the most part. Residual fuels continued in steady demand. Gasoline was "soft in spots" in the area, but some refiners said their inventories of gasoline were in "good balance."

A tightness in Michigan crude was said to be working a hardship at a few of the smaller plants. One refiner stated that due to the crude situation he was "about out of everything, including gasoline." Prices mostly were unchanged during the week.

Some open market activity in No. 6 fuel was disclosed when a refiner sold 40,000 gals. at 6c per gal., refinery, to a consumer. Another refiner reported buying 20,000 bbls. of No. 6 for resale purposes; price not disclosed.

One refiner's advance of 0.25c for Nos. 5 and 6 fuels to 6.25c and 6c, Central Michigan, respectively, left price ranges unchanged. Other refiners' prices ranged from 6 to 7.7c for No. 5 and 5.5 to 7.5c for No. 6.

Although one refiner reported an advance of 0.5c to 8.5c in his price for UGI gas oil, product was being offered in open market below the range of 8 to 8.6c, trade sources said. One trader said he had been offered "a small amount" over December at 7.625c, Central Michigan, for resale.

MIDWESTERN (Chicago-E. St. Louis Area)

No. 6 Fuel Closely Held; Prices Up 10c

Refiners' prices for No. 6 fuel advanced 10c per bbl. in the Midwest at the end of November and product was reported "difficult to find." Several Chicago tank car marketers either had withdrawn from the No. 6 market, or had raised their quotations "high enough to be safe."

Open market trading in light fuels showed only slight improvement since the first of December, but refiners said contract shipments were heavier. Traders said gasoline was "soft," but no sales were disclosed.

Midwest refiners' prices for No. 6 fuel ranged from $0.90 to $0.95 per bbl., Group 3, up 10c per bbl. on the low following similar advance by one refiner. Marketers also quoted higher prices for No. 6 fuel. They offered "limited" quantities at $0.90 to $0.95 per bbl., Group 3.

A total of 85 cars of No. 6 fuel purchased at $0.80 per bbl. early in the week by two marketers appeared to have taken up a large portion of material available in the open market. In addition to a greater open market demand for No. 6 fuel, refiners said railroads also had increased their December contract requirements and were paying $0.90 per bbl., Group 3, "based publication prices."

Tank car marketers reported sales of light fuels in 1 to 15-car lots with range oil bringing 7.375 to 7.5c and No. 2 fuel 6.375 to 6.625c, Group 3. Midwest refiners' prices for range oil ranged from 7.5 to 7.6c; No. 2 from 6.6 to 7c.

WESTERN PENNA.

Gasoline Off 0.25c in Lower Field

Lower gasoline prices were reported by some Western Penna. refiners during the last week of November, with regular and premium-grade offered 0.25c lower in the lower field. Most other product prices were unchanged. Demand for lubricating oils was steady. Buying interest in scale wax continued strong. Most sellers of fuel oil reported good industrial demand.

Regular-grade gasoline was quoted at 11.5c, premium at 12.5c in the lower field. Demand for gasoline generally was good for the season, although there was increasing pressure from jobbers for lower prices following Atlantic Refining's 0.4c per gal. reduction in tank wagon prices in Penna. on Nov. 26, some refiners said.

Demand for motor oils and neutrals continued strong, bright stock steady. Several refiners reported sales of 25 pour 200 vis. neutral and 25 pour bright stock to jobbers at 17c. Some inter-refinery offerings of 25 pour bright stock at 16.25c were reported and a broker said he had purchased 25 pour bright at 16c, for resale.

Scarcity of 600 flash and 630 flash cylinder stock continued with substantial foreign inquiry for these grades

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Crude Oil Prices

No changes in crude oil prices reported in week ended Dec. 3. For complete crude price schedules, see Nov. 30 NPN, pp. 48-49.

still said to be outstanding. A broker said he had purchased 600 s.r. at 11c, for resale, and purchase of 700 bbls. of 600 flash at 14.5c, for resale, also was disclosed by another broker. Domestic demand for cylinder stocks was slow.

Kerosine and fuel oil were offered more freely, according to some sources. Sellers generally reported good industrial demand for fuel oil, commenting, however, that demand from heating oil distributors "still was lagging."

Scale wax continued especially active. A refiner disclosed sale of 124-6 AMP at 4.625c; other refiners quoted 4.5 to 4.75c.

October Wholesale Oil Sales Down 10%

WASHINGTON—Dollar sales during October, 1949, for a limited number of petroleum wholesalers were off 16% from same month a year ago, 10% from last September and 10% for first nine months this year as compared with same period in 1948, according to Census Bureau.

Report includes sales of 25 wholesalers over the nation handling fuel oil and packaged lubricating oils, principally, and some gasoline. It also shows that October stock-sales ratio (percentage derived by dividing stocks, at cost by total monthly sales) rose to 97 from 83 a year ago and from 85 in September.

Eastern Tank Car Lube Rates to Be Cut

WASHINGTON—Rates on lubricating oils and greases in tank cars within eastern territory will be reduced Jan. 15, 1950, except for hauls of about 200 miles, according to National Petroleum Assn. It estimated that long-haul reductions will average 12-15%.

Association added that efforts are being made by itself, Western Pennsylvania Refiners Traffic Assn. and other industry groups to secure similar reductions in railroad rates on lube oils and greases in packages in box cars.

West Coast Gets 90% Navy Fuel Business

WASHINGTON—Nearly 90% of the Armed Services Petroleum Purchasing Agency's 7,900,000-bbl. cargo-lot requirement for Navy Special Fuel oil during the first half of 1950 will be supplied from the West Coast, including quantity sought for lifting there and the lot originally slated for lifting from the East Coast, Gulf Coast or Caribbean area.

Shell Caribbean Petroleum Co. was the lone winner of contract for supplying 800,000 bbls. from other than the West Coast.

Contracts awarded by ASPPA (requirements in parentheses) are as follows:

Bid invitation No. 50-48, West Coast, (4,500,000 bbls.), entire lot to Richfield Oil Corp. at $0.99 per bbl., FOB Los Angeles Harbor.

Bid invitation No. 50-55, East Coast, Gulf Coast or Caribbean, (3,400,000 bbls.); General Petroleum, 1,000,000 bbls. at $1.03 per bbl., FOB Los Angeles Harbor; Union Oil, 1,590,000 bbls. at $0.97 per bbl. FOB Oleum, Calif.; Shell Caribbean, 800,000 bbls. at 5c per bbl. above *Platt's Oilgram* low (currently $1.65) for Bunker "C" fuel at U.S. Gulf, FOB N.W.I. or Cardon, Venz., maximum $1.75.

Awards made against No. 50-55 leave 10,000 bbls. of the 3,400,000 bbl. requirement uncovered, but this quantity can be lifted against any one of the three contracts awarded under the usual 10% more-or-less clause.

Spreads Dip as Product Prices Fall—IPAA

WASHINGTON—Price spreads of products over crude, both nationally and east of California reported by Independent Petroleum Assn. of America dipped 4c per bbl. in November as crude price averages remained unchanged and averages for principal refined products, except heavy fuel, sloughed off.

For the country as a whole, spread declined from $0.78 to $0.74 per bbl., with product averages off (per gal.) 0.21c for gasoline, 0.05c for kerosine and light fuel, but up 0.02c per gal. for heavy fuel. East of California, the spread was down from $0.61, to $0.57 per bbl., with gasoline off 0.27c per gal., kerosine and light fuel 0.06c, and heavy fuel up 0.07c per gal.

IPAA's averages for November, 1948, and October and November 1949, follow:

Table 1—California Included

Refined products in 9 Refinery Markets:	Nov. 1948	Oct. 1949	Nov. 1949
Motor Gasoline (c gal.)	10.84	10.71	10.50
Kerosine (c gal.)	10.07	8.84	8.79
Light fuel (c gal.)	9.00	7.64	7.59
Heavy fuel (c gal.)	5.20	3.14	3.16
Average above 4 products:			
Cents per gal.	8.83	7.88	7.78
Dollars per bbl.	3.71	3.31	3.27
Crude Pet. in 8 areas ($ bbl.)	2.59	2.53	2.53
Price spread, products over crude ($ bbl.)	1.12	0.78	0.74

Table 2—California Excluded

Refined products in 8 Refinery Markets:	Nov. 1948	Oct. 1949	Nov. 1949
Motor Gasoline (c gal.)	10.24	10.49	10.22
Kerosine (c gal.)	9.62	8.02	7.96
Light fuel (c gal.)	8.94	7.30	7.24
Heavy fuel (c gal.)	5.22	3.14	3.21
Average above 4 products:			
Cents per gal.	8.51	7.68	7.56
Dollars per bbl.	3.57	3.22	3.18
Crude Pet. in 7 areas ($ bbl.)	2.64	2.61	2.61
Price spread, products over crude ($ bbl.)	0.93	0.61	0.57

Prices shown above are weighted averages based on low quotations as published in NATIONAL PETROLEUM NEWS, and prepared by IPAA to reflect trend in oil prices and should not be interpreted as showing actual sales realization for producers or refiners. Price spread of products over crude indicates comparative changes in product prices versus crude prices but is not a measure of refinery profits which depend on transportation and refinery costs in addition to changes in refinery yields of the various products.

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OIL PRICE SECTION

Prices at Refineries and Terminals and by Tank Wagon

PRICES IN EFFECT DEC. 5

Prices herewith are reproduced from Platt's OILGRAM Daily Oil Price Service, associated with National Petroleum News, whose representatives in all *NPN-OILGRAM* offices devote their time exclusively to reporting oil industry prices everywhere.

Prices shown in tables are sales prices or quotations or general offers or posted prices by refiners, by pipeline terminal operators, and by tanker terminal operators; for current sales and shipments; for the business day or period stated; except Tank Wagon prices, prices are for bulk lots such as tank car, truck transport, barge; prices applying to barges or cargoes or truck transport lots only, so designated; FOB refineries or terminals; in cents per gal., except per bbl. where $ sign is shown; wax and petrolatums in cents per pound; ex all fees and taxes; for crude oil and its products lawfully produced and transported; reported as received by *OILGRAM* and National Petroleum News but not guaranteed; for subscribers' private use only and not for resale or distribution or publication. During periods of short supply, some sellers, and at times all sellers, withhold quotations to new customers or the posting of firm prices but give *OILGRAM* the prices they otherwise would quote to the trade in general and which they confine to their regular customers only. Octane ratings are ASTM; Research Method ratings, indicated by letter R, are minimum ratings; Motor Method ratings are indicated by letter M. Parenthetical figures before and after prices indicate number of companies quoting the lows and highs of the ranges. For further details of price conditions apply to any *NPN—OILGRAM* office or see back of any *OILGRAM* Price Service invoice.

For complete price service delivered daily from nearest *OILGRAM* publishing office, New York, Cleveland and Houston, address Platt's Price Service, Inc., 1213 West 3rd St., Cleveland (13), Ohio. Annual subscription rate in U. S.: $150 per year, payable in advance.

GASOLINE

Oklahoma (Group 3)

86 Oct. R Prem.	(1)10.5–11.625(1)
80 Oct. R Reg.	(3)9.75–10.375(1)
60 Oct. M & Below	(2)8.5–9.75(1)

MIDWESTERN (Group 3 basis)

86 Oct. R Prem.	(1)10.5–11.625(1)
80 Oct. R Reg.	(4)9.75–10.375(1)
60 Oct. M & below	(2)8.5–9.75(1)

N. TEX. (For shpt. to Tex. & N.M. dest'ns.)

82 Oct. R Prem.	11(1)
86 Oct. R Prem.	(1)11–12.75(1)
76 Oct. R Reg.	(2)10–10.25(1)
80 Oct. R Reg.	(1)10–10.75(2)
60 Oct. M & Below	(2)9.375–10.3(1)

W. TEX. (For shpt. to Tex. & N.M. dest'ns.)

82 Oct. R Prem.	(1)11–11.75(1)
86 Oct. R Prem.	(1)11–11.25(1)
76 Oct. R Reg.	(1)10–10.75(1)
80 Oct. R Reg.	(1)10–10.5(1)
60 Oct. M & Below	(1)9.375–10(2)

E. TEX. (Truck tnspt.)

86 Oct. R Prem.	(1)11–12.5(1)
80 Oct. R Reg.	(1)10–11(1)
60 Oct. M & Below	(1)9.25–10.5(1)

CENT. W. TEX. (Truck Transpt.)

82 Oct. R Prem.	(1)11.25–11.5(1)
86 Oct. R Prem.	(1)11.25–11.5(1)
76 Oct. R Reg.	(1)10.25–10.5(1)
80 Oct. R Reg.	(1)10.25–10.5(1)
60 Oct. M & Below	(1)9.5–10.4(1)

ARK. (For shipment to Ark. & La.)

86 Oct. R Prem.	11.125(1)
80 Oct. R Reg.	10.125(1)
60 Oct. M & Below	8.875(1)

KANSAS (For Kansas destinations only)

82 Oct. R Prem.	(1)11.1–11.75(1)
86 Oct. R Prem.	(1)11.1–12(1)
76 Oct. R Reg.	(1)10.1–10.75(1)
80 Oct. R Reg.	(1)10.1–11(1)
60 Oct. M & Below	(1)9.125–10.1875(1)

WESTERN PENNA.

Bradford-Warren:

78-80 Oct. M Prem.	13.25(1)
74-76 Oct. M Reg.	12(2)

Other districts:

78-80 Oct. M Prem.	x(1)12.5–13.8(1)
74-76 Oct. M Reg.	x(1)11.5–12.8(1)

CENTRAL MICHIGAN

(FOB Central Michigan refineries)

82 Oct. R Prem.	(1)12.75–13(1)
86 Oct. R Prem.	(1)13.5–14.25(1)
76 Oct. R Reg.	(2)11.75–12.5(1)
80 Oct. R Reg.	(1)12–13.25(1)
Str. run gasoline, excl. Detroit shpt.	(1)9.75–11.625(1)

OHIO—Quotations of S. O. for delivery to Ohio points:

73-75 Oct. M	14.0

CALIFORNIA

Los Angeles dist.:	
80-82 Oct. M Prem.	(1)12.75–16.1(1)
74-76 Oct. M Reg.	(1)11.6–13.6(2)
San Fran. dist.:	
80-82 Oct. M Prem.	(1)15.85–16.6(1)
74-76 Oct. M Reg.	(1)13.85–14.1(1)
San Joaquin Valley:	
80-82 Oct. M Prem.	(1)15.85–16.6(1)
74-76 Oct. M Reg.	(1)13.85–14.1(1)

LUBRICATING OILS

WESTERN PENNA.

Prices are for sales made, or offers reliably reported, to jobbers & compounders only.

VISCOUS NEUTRALS—No. 3 col. Vis. at 70° F. 200 Vis. (180 at 100°) 420-425 fl.

0 p.t.	(1)20.5–21.5(1)
10 p.t.	(1)19.5–20.5(1)
15 p.t.	(1)18.5–19.5(1)
25 p.t.	(5)17–18(1)

150 Vis. (143 at 100°) 400-405 fl.

0 p.t.	(1)18.5–19.5(1)
10 p.t.	(1)17.5–18.5(1)
15 p.t.	(1)16.5–17.5(1)
25 p.t.	(3)15–16(1)

CYLINDER STOCKS:

Bright Stock,
145-155 vis. at 210°, 540-550 fl, No. 8 col.

10 p.t.	(1)19.5–20.5(1)
15 p.t.	(1)18.5–19.5(1)
25 p.t.	17
600 S.R. filterb'l.	(3)11–12.5(2)
650 S.R.	(3)12–13.5(2)
600 fl.	(3)14–18(1)
630 fl.	16(4)

MIDCONTINENT LUBES

FOB Tulsa basis. Bright Stocks, vis. at 210°. Neutrals, vis. at 100°, 0-10 p.p.

Neutral Oils—Conventional Pale Oils	Col.	
60-85 vis.	2	x(1)10–11(1)
86-110 vis.	2	x(1)10.5–11.25(1)
160 vis.	3	(1)11.5–13(1)
180 vis.	3	(1)11.5–13.25(1)
200 vis.	3	(1)11.5–13.5(1)
250 vis.	3	(1)13–14(1)
280 vis.	3	(1)13.5–14(2)
300 vis.	3	(1)14–14.5(1)

Cylinder Stocks:

600 s.r., olive green	(1)13–15(1)
Black Oil	....

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Refinery & Terminal Prices (Continued)

PRICES IN EFFECT DEC. 5

Mid Continent Lube (Cont.)

Bright Stock—Conventional

200 vis. D:	
10-25 p.p.	23(1)
150-160 vis. D:	
0-10 p.p.	(2)17–19(1)
10-25 p.p.	(1)17–18.5(1)
120 vis. D:	
0-10 p.p.	(2)16.5–18(1)

Bright Stock—Solvent

150-160 vis. 0-10 p.p., 95 v.i.	(1)19–20.5(1)

Neutral Oils—Solvent

170-180 vis., 98 v.i.	(1)12.5–13.5(2)
200-210 vis., 90-95 v.i.	(1)13.5–15(1)
300 vis., 95 v.i.	(1)15.5–16.5(1)

SOUTH TEXAS (Neutral Oils)

(Vis. at 100° F. FOB refineries for domestic and/or export shipment.)

PALE OILS:

VIS.	COLOR	
100	1½-2½	9.5(5)
200	No. 2-3	10.5(5)
300	No. 2-3	11.25(5)
500	No. 2½-3½	12(5)
750	No. 3-4	12.75(5)
1200	No. 3-4	(4)13.5–14(1)
2000	No. 4	(1)14–14.5(5)

RED OILS:

100	No. 5-6	9.5(4)
200	No. 5-6	10.5(5)
300	No. 5-6	11.25(5)
500	No. 5-6	12(5)
750	No. 5-6	12.75(5)
1200	No. 5-6	(4)13.5–14(1)
2000	No. 5-6	(1)14–14.5(5)

NATURAL GASOLINE

(Group 3 & Breckenridge prices are to blenders on freight Basis shown below. Shipments may originate in any Mid-Continent manufacturing district.)

FOB GROUP 3

Grade 26-70	5.875(Quote)

FOB BRECKENRIDGE

Grade 26-70	5.375(Quote)

KEROSINE, GAS & FUEL OILS

OKLAHOMA (Group 3)

41-43 w.w.	(2)7.625–8.875(1)
42-44 w.w.	(3)7.75–9(1)
Range oil	x(2)7.5–8.75(1)
58 & above D.I. diesel	(3)7.5–8(1)
No. 1 p.w.	(5)7.5–7.875(2)
No. 1 straw	(1)7.5–8(1)
No. 2 straw	(4)6.625–8.5(1)
No. 6	x(4)$0.90–1.00(1)
14-16 grav. fuel	$1.20(1)

MIDWESTERN (Group 3 basis)

41-43 w.w.	(2)7.625–8.5(1)
42-44 w.w.	(2)7.75–8.5(1)
Range oil	(1)7.5–7.6(1)
58 & above D.I. diesel	(2)7.5–8(1)
No. 1 p.w.	(5)7.5–7.875(1)
No. 2 straw	(1)6.6–7(1)
No. 6	x(2)$0.90–0.95(2)

N. TEX. (For shpt. to Tex. & N.M. dest'ns.)

41-43 w.w.	(2)8.5–9.6(1)
42-44 w.w.	(1)8.5–9(1)
58 D.I.	(1)7.5–9.8(1)
No. 2 straw	(1)8.25–8.75(1)
No. 6 fuel	$0.90(1)

W. TEX. (For shpt. to Tex. & N.M. dest'ns.)

41-43 w.w.	....
42-44 w.w.	10.5(1)
No. 1 straw	9.25(2)
No. 2 straw	(1)8.5–9.25(1)
No. 6 fuel	(1)$1.25–1.80(1)

E. TEX. (Truck trnspt.)

41-43 w.w.	(1)8.5–9.25(2)
42-44 w.w.	(1)8.5–9.5(1)
58 & above D.I. diesel	(2)8–9(1)
No. 2 fuel	(1)8–9.25(1)
No. 6 fuel	(1)$1.00–1.70(1)

CENT. W. TEX. (Truck trnspt.)

41-43 w.w.	(1)9–9.5(1)
58 & above D.I. diesel	(1)8.75–9.25(1)
U.G.I. gas oil	8.5(1)
No. 1 fuel	9.25(1)
No. 2 fuel	9(1)
No. 5 fuel	$1.68(1)
No. 6 fuel	(1)$1.25–2.00(1)

KANSAS (For Kansas destinations only)

42-44 w.w.	(1)8.125–9.625(1)
58 & above Diesel	(1)7.875–10.125(1)
No. 1 fuel	(1)7.7–9.3(1)
No. 2 fuel	(1)6.8–8.375(1)
No. 4 fuel	$2.42(1)
No. 5 fuel	(1)$1.50–1.92(1)
No. 6 fuel	x(1)9–10.1875(1)

ARK. (For shipment to Ark. and La.)

42-44 w.w.	7.875(1)
Tractor fuel	9.125(1)
Diesel fuel 52 & below	7.25(1)
Diesel fuel 58 & above	7.625(1)
No. 2 fuel	6.75(1)
No. 3 fuel	6.375(1)
No. 4 fuel	$1.75(1)
No. 5 fuel	$1.55(1)
No. 6 fuel	$1.40(1)

WESTERN PENNA.

Bradford-Warren District:

45 w.w.	(2)9.5–9.75(1)
No. 1 fuel	....
No. 2 fuel	(1)9–9.25(3)
No. 3 fuel	(2)9–9.25(1)
36-40 gravity	9(2)

Other districts:

45 w.w.	(3)9.5–10(1)
No. 1 fuel	(1)9.25–9.5(1)
No. 2 fuel	(2)8.75–9.5(1)
No. 3 fuel	(2)8.75–9(1)
36-40 gravity	(2)8.75–9(1)

CENTRAL MICHIGAN

(FOB Central Michigan refineries.)

Range oil	(1)10.5–11.5(1)
46-49 w.w. kero.	(1)10.75–11.5(4)
P.W. distillate	(4)10.75–11.1(1)
No. 2 light straw	(2)9.75–10.5(2)
No. 3 straw	(1)9.75–10.1(1)
U.G.I. gas oil	(3)8–8.6(1)
No. 5 fuel	(4)6–7.7(1)
No. 6 fuel	(2)5.5–7.5(1)

OHIO—Quotations of S.O. Ohio for delivery to Ohio points:

Kerosine	11.5

CALIFORNIA

San Joaquin Valley:	
40-43 w.w.	(1)12.6–15.6(1)
Heavy fuel (PS 400)	$1.55(2)
Light fuel (PS 300)	$2.10(2)
Diesel fuel (PS 200)	(1)10–11.5(1)
Stove dist. (PS 100)	(1)11.5–13.3(1)
Los Angeles:	
40-43 w.w.	(1)12.1–15.1(2)
Heavy fuel (PS 400)	(1)$1.25–1.50(2)
Light fuel (PS 300)	(1)$1.65–2.05(3)
Diesel Fuel (PS 200)	(1)8.1–11(2)
Stove dist. (PS 100)	(1)9–12.5(2)
San Francisco:	
40-43 w.w.	(1)12.6–15.6(1)
Heavy fuel (PS 400)	$1.55(2)
Light fuel (PS 300)	$2.10(2)
Diesel fuel (PS 200)	(1)10–11.5(1)
Stove dist. (PS 100)	(1)11.5–13.3(1)

HOW MUCH OF YOUR PROFIT GOES UP IN SMOKE?

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ELK REFINING COMPANY
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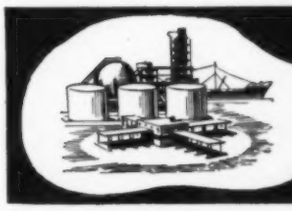
Motor Oils
Bright Stocks
Neutrals
Cylinder Stocks
Waxes



ROY M. HENWOOD ASSOCIATES
ENGINEERS • ARCHITECTS
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Tel. WOrth 4-6485
ENGINEERING SERVICE TO THE PETROLEUM INDUSTRY

OIL PRICE SECTION

Refinery & Terminal Prices (Continued)

PRICES IN EFFECT DEC. 5

CHICAGO DISTRICT PRICES

Prices to jobbers & distributors in tank car and/or truck transport lots FOB refineries, pipe line terminals and inland waterway barge terminals.

Motor Gasoline

86 Oct. R Prem.	x(2)12.25–12.625(1)
80 Oct. R Reg.	(1)11.625–11.875(1)

Light Fuel Oils

Range oil	(2)9.75–10(3)
No. 2 Fuel	(2)8.75–9.125(1)

Heavy Fuel Oils

No. 5, low sulfur	(1)6.3–6.75(1)
No. 5, high sulfur	(1)6.14–6.3(1)
No. 6, low sulfur	5.7(1)
No. 6, high sulfur	x(1)5.24–5.4(1)

WAX

WESTERN PENNA. (Bbls. C.L.)
White Crude Scale:

122-124 A.m.p.	(2)4.5–4.75(1)
124-126 A.m.p.	(2)4.5–4.75(1)

SEABOARD

Melting points are AMP, 3° higher than EMP. Prices are for carload lots; domestic prices are FOB refinery; scale in bags or bbls.; fully refined, slabs loose. Export prices are FAS; scale in bags or bbls.; fully refined in bags or cartons.

Crude Scale	New Orleans Export	N.Y. Domestic	N.Y. Export
124-6 wh.	.....	4.75(2)	4.75(2)
Fully Refined:			
123-5	.....	6.35(2)	....
125-7	.....	6.35(3)	(1)7.05-7.2(1)
128-30	.....	6.35(3)	(1)7.05-7.2(1)
130-32	.....	6.40(1)	7.15(1)
133-5	.....	6.45(3)	(1)7.15-7.3(1)
135-7	.....	6.6(2)	7.45(1)
138-40	.....	7.05(3)	(1)7.75-7.9(1)
143-5	.....	7.3(2)	(1)8-8.15(1)
149-51	.....	10.05(1)	11.5(1)

NAPHTHAS AND SOLVENTS

(FOB Group 3)

Stoddard solvent	10.375(3)
Cleaners naphtha	10.875(4)
V.M.&P. naphtha	(4)10.875–11.125(1)
Mineral Spirits	(4)9.875–10.125(1)
Rubber solvent	(1)10.375–10.875(3)
Lacquer diluent	(2)11.125–11.375(2)
Benzoil diluent	12.125(3)

WESTERN PENNA.
Other Districts:

Untreated Naphtha	12.75(1)
Stoddard Solvent	(3)12.25–13(1)

OHIO—Quotations of S.O. Ohio for delivery to Ohio points:

VM&P Naphtha	16.0
Mineral Spirits & Stoddard Solvent	15.5
Rubber Solvent	15.0

E. TEXAS (Truck Trnspt.)

Stoddard Solvent	10.75(1)

KANSAS (For Kan. Dest'n. only)

Stoddard Solvent	12.375(1)

ATLANTIC COAST

	V.M.&P. Naphtha	Mineral Spirits
New York Harbor	15(4)	14(5)
Philadelphia	15(4)	(4)13-14(1)
Baltimore	....	13.5(3)
Boston	15.5(4)	14.5(5)
Providence	15.5(1)	14.5(3)

WORLD'S FIRST
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Now in Chicago and 33 other oil transportation centers throughout the world.

CHAS. MARTIN
& Company

ATLANTIC & GULF COASTS

Prices are of refiners, FOB their refineries & tanker terminals, and of tanker terminal operators, FOB their terminals. Ships' bunkers prices are exclusive of lighterage.

District	86 Oct. R Prem. Gasoline	90 Oct. R Prem. Gasoline	79 Oct. R Reg. Gasoline	83 Oct. R Reg. Gasoline	Kerosine No. 1 Fuel
N. Y. Harbor	x(1)12.3-14.2(1)	....	....	(1)10.75-12.7(1)	(2)8.4-9(13)
do barges	(2)12-14.1(1)x	13.45(1)	....	(2)10.625-11.5(1)x	(1)8.2-8.9(12)
Albany	(1)14.05-14.3(3)	(1)14.05-14.3(1)	....	12.8(7)	9.2(9)
Baltimore	(3)12-13.7(1)x	(2)13.35-13.7(1)x	....	(3)11-12.5(1)x	9(10)
do barges	11.9(1)	13.25(1)	....	(1)10.9-12(1)	(2)8.9-9.4(1)
Baton Rouge	11.6(1)	....	10.6(1)	....	8.4(1)
do barges	11.6(1)	....	10.6(1)	....	8.4(1)
Boston	(1)12.2-14.4(2)	x(1)13.75-14.5(1)x	....	(1)11.2-12.9(3)	9.2(13)
Charleston	(1)12.4-13.475(1)x	13.75(1)	....	(1)11.4-11.75(1)x	8.8(5)
Corpus Christi	12(1)	13(1)	....	11(2)	....
Houston	x11.75(1)	(1)13.15-13.3(1)	....	x(1)10.75-11.3(1)	(1)8.75-10.25(1)
do barges	(1)11.5-12(1)	(1)12-13.3(1)	....	x(1)10.75-11.75(1)	(1)8-8.75(1)
Jacksonville	(4)12.8-13.1(1)	13.1(1)	....	(6)11.8-12.1(2)	9.2(12)
Miami	12.8(4)x	13.1(1)	....	(4)11.8-12.1(1)	(3)9.2-9.5(2)
Mobile	12.6(2)x	13.1(1)	....	(2)11.6-12.1(1)	9.2(4)
New Haven	14.2(2)x	14.3(1)	....	(2)12.7-12.8(1)	9.1(9)
New Orleans	x(1)11.2-11.55(1)x	....	x(1)10.45-10.8(1)	10.8(1)	(1)8.75-8.8(4)
do barges	x(1)11.2-11.55(1)x	....	x(1)10.45-10.8(1)	10.8(1)	(1)8.25-8.8(2)
Norfolk	(1)12.3-12.75(1)	x13.5(1)	....	x(1)11.2-11.75(1)x	(6)9-9.1(1)
Pensacola	12.6(1)	....	....	11.6(1)	9.2(2)
Philadelphia	x(1)13.2-13.35(1)x	(2)13.35-14.3(1)	....	(2)12.1-12.8(2)x	9(10)
do barges	x(1)13.1-13.25(1)x	13.25(1)	....	(1)12-12.1(1)	8.9(8)
Port Everglades	12.8(4)x	13.1(1)	....	(5)11.8-12.1(1)	9.2(6)
Portland	x(1)13.75-13.8(2)x	x(1)13.75-14.4(1)	....	x(2)12.3-12.9(1)	9.3(8)
Providence	x(1)13.75-14(2)x	x(1)13.75-14.4(1)	....	x(4)12.5-12.9(1)	9.2(9)
Savannah	(2)12.8-13.1(2)	13.1(1)	....	(4)11.8-12.1(3)	9.2(9)
Tampa	(4)12.6-13.1(1)	13.1(1)	....	(3)11.6-12.1(2)	9.2(9)
Wilmington, N. C.	(2)12.05-13.45(1)x	13.85(1)	....	(2)11.05-11.85(1)	8.8(7)

	No. 2 Fuel	Gas House Gas Oil	No. 5 Fuel (0-10 p.t.)	No. 5 Fuel (15-60 p.t.)	Diesel Oil Shore Plants (50 cet., 55 d.i.)
N. Y. Harbor	(3)8-8.6(14)	(1)8.7-9.2(1)	(1)$2.60-2.87(1)	$2.43(1)	9(5)
do barges	x(6)7.9-8.5(11)	9.1(1)	(1)2.60-2.82(1)	2.40(1)	....
Albany	8.8(8)	9.3(1)	3.37(1)	....	9.2(3)
Baltimore	8.6(11)	8.7(1)	2.75(1)	2.43(1)	9(4)
do barges	8.5(4)	....	2.72(1)	2.40(1)	....
Baton Rouge	7.9(1)	8.3(1)	....	2.09(1)	8.3(1)
do barges	7.9(1)	....	....	2.06(1)	....
Boston	8.8(14)	9.3(1)	....	2.73(5)	(1)9.2-9.3(1)
Charleston	8.6(3)	....	....	2.38(2)	8.7(2)
Houston	(2)8.25-8.5(1)	....	....	....	(1)7.2-8.5(1)
do barges	(1)7-7.25(1)	....	2.25(1)	....	....
Jacksonville	9.1(6)	....	....	....	9.1(6)
Miami	9.1(4)	....	....	....	9.1(2)
Mobile	9(2)	....	....	....	9(1)
New Haven	8.7(9)	....	....	....	(2)9.1-9.2(1)
New Orleans	(1)8-8.2(3)	....	....	....	(1)8.3-8.6(2)
do barges	(1)7.95-8.2(1)	....	....	....	....
Norfolk	(4)8.6-8.8(1)	9(1)	....	2.43(2)	9(3)
Pensacola	9(1)	....	....	....	9(1)
Philadelphia	8.6(10)	8.7(1)	2.75(2)	2.67(6)	9(6)
do barges	8.5(8)	....	....	....	....
Pt. Everglades	9.1(4)	....	....	....	9.1(3)
Portland	8.9(8)	8.5(1)	....	....	(1)9.2-9.3(1)
Providence	8.8(9)	8.5(1)	2.825(1)	2.725(2)	9.2(2)
Savannah	9.1(6)	....	....	....	9.1(5)
Tampa	(5)9-9.1(1)	....	....	....	9(6)x
Wilmington, N. C.	8.6(7)	8.6(1)	....	....	8.7(2)

	No. 6 Fuel	No. 6 Fuel Barges	Bunker C Fuel Ships' Bunkers	Heavy Diesel Ships' Bunkers	Light Diesel Ships' Bunkers (45 cet., 45 d.i.)
N. Y. Harbor	(5)$2.05-2.15(1)	x$2.05(13)	$2.05(11)	$3.45(3)	$3.70(6)
Albany	2.40(1)	....	....	....	....
Baltimore	2.08(5)	2.05(3)	2.05(3)	3.45(1)	3.70(4)
Baton Rouge	1.78(1)	1.75(1)	1.75(2)	3.10(1)	3.35(1)
Boston	(6)2.10-2.13(1)	2.10(5)	2.10(4)	....	3.74(3)
Charleston	2.03(2)	2.00(3)	2.00(3)	....	3.61(2)
Corpus Christi	1.78(1)	1.75(1)	1.75(3)	3.15(1)	....
Houston	(2)1.75-1.80(1)	1.75(7)	1.75(10)	3.10(5)	(5)3.35-3.36(1)
Jacksonville	(5)2.02-2.03(1)	2.00(6)	2.00(6)	....	3.822(4)
Miami	1.98(1)	1.95(2)	1.95(3)	....	3.822(1)
Mobile	1.88(1)	1.85(1)	1.85(1)	....	....
New Haven	2.10(2)	2.05(1)	2.05(1)	....	....
New Orleans	1.78(3)	1.75(3)	1.75(4)	3.10(2)	3.35(3)
Norfolk	2.08(3)	2.05(4)	2.05(4)	....	3.70(3)
Pensacola	2.05(1)	2.05(1)	2.05(1)	....	....
Philadelphia	2.08(8)	2.05(8)	2.05(9)	3.45(2)	3.70(5)
Pt. Everglades	(1)1.97-1.98(1)	1.95(2)	1.95(3)	....	3.822(2)
Portland	2.13(2)	2.10(1)	2.10(1)	....	3.65(1)
Providence	x(3)2.075-2.105(2)	2.075(2)	2.075(3)	....	(1)3.74-3.866(1)
Savannah	2.03(4)	2.00(4)	2.00(5)	....	(1)3.82-3.822(2)
Tampa	1.92(5)	1.89(5)	1.89(5)	....	3.78(4)
Wilmington, N. C.	....	....	....	....	3.61(3)

Research octane ratings, indicated by the letter "R", are minimum ratings. Motor Method octane ratings, where used, are indicated by the letter "M".

Marketer of Petroleum Products

NEW ENGLAND PETROLEUM CORPORATION

New York Boston

PRICES IN EFFECT DEC. 5

GULF COAST—CARGOES, DOMESTIC & EXPORT, ALL PORTS

Cargo prices are FOB ship at Gulf, minimum of 20,000 bbls., and are by refiners only to other refiners, export agents, or tanker terminal operators. The figure in parentheses after each price indicates the number of companies quoting that price.

Aviation Gasoline

Grade 115/145 (AN-F-48)	17.25(1)–18(1)
Grade 100/130 (AN-F-48)	x16(1)–16.25(3)–17.5(1)
Grade 91/98 (AN-F-48)	14.75(1)–15.25(1)–16.5(1)
Grade 80 (AN-F-48)	14.25(1)

Motor Gasoline Leaded

86 Oct. R (Premium)	x10(1)–10.5(1)–11(1)–11.25(1)
90 Oct. R (Premium)	10.75(1)–11.5(2)–12(2)
79 Oct. R (Regular)	x9.25(1)–10(2)
83 Oct. R (Regular)	x9.5(1)–9.75(1)–10(1)–10.5(3)–11(1)
70-72 Oct. M	x8.75(1)–9(2)–9.25(1)–10.25(1)

Kerosine & Light Fuels

41-43 kerosine	7.5(1)–8(3)–8.25(1)–9(1)
No. 2 Fuel	7(3)–7.25(3)–7.5(3)–8(1)

Diesel & Gas Oils

43-47 Diesel index	7.125(2)–7.25(1)
48-52 Diesel index	7.25(2)–7.375(1)–7.5(1)
53-57 Diesel index	7.375(2)–7.5(1)

Heavy Fuels

No. 5 Fuel, 0-10 p.t.	$2.25(3)–$2.35(1)
Bunker C Fuel	1.65(5)–1.75(1)

Research octane ratings, indicated by the letter "R", are minimum ratings. Motor Method octane ratings where used, are indicated by the letter "M".

AVIATION GASOLINE & JET PROPULSION FUELS

(Prices are for tank cars, barge or truck transport lots; aviation gasolines meet Specification AN-F-48, unless otherwise noted; jet fuel meets AN-F-32.)

	Aviation Gasoline				
District	Grade 115/145	Grade 100/130	Grade 91/98	Grade 80	Jet Fuel (JP-1-2)
New York, N. Y.	19.85(1)	18.1(3)	(2)16.6–16.7(1)	(1)15.7–15.85(1)	....
Boston, Mass.	....	18.2(2)	16.7(2)	15.95(1)	....
Portland, Me.	....	....	....	17.8(1)	....
Phila., Pa.	....	18.1(1)	16.6(1)	....	....
Baltimore, Md.	....	18.1(2)	16.6(2)	15.85(1)	....
Norfolk, Va.	....	18.1(2)	16.6(2)	15.85(1)	....
Charleston, S. C.	....	18(2)	16.5(2)	15.75(1)	....
New Orleans, La. (Baton Rouge)	18.75(1)	17(2)	15.5(2)	14.75(1)	9.6(1)
Houston, Tex.	18.75(2)	17(3)	15.5(3)	14.75(2)	9.6(1)

LAKE PORT TERMINAL PRICES

	Buffalo	Cleveland	Detroit	Toledo
78-80 Oct. M (Prem.)	15.3(2)	.....	.....	.....
74-76 Oct. M (Reg.)	13.8(2)	.....	.....	.....
Kerosine	10.5(2)	.....	.....	10.5(1)
Diesel Fuel	10.4(1)	.....	9.85(2)	9.25(1)
No. 1 Fuel	.....	.....	10.6(2)	10.1(2)
No. 2 Fuel	9.9(2)	.....	(1)9.6–9.85(1)	9.1(2)
No. 3 Fuel	.....	.....	.....	.....
No. 5 Fuel	.....	7.35(1)	6.35(2)	x6.75(3)
No. 6 Fuel	7.2(2)	7(1)	6.1(2)	x6.5(3)

TANKER MARKET REPORT

(Ocean Freight Rates)

Supplied by Dietze Inc., New York, N. Y., oil & ship brokers and tank steamer chartering agents. All rates shown are on basis of tons of 2240 pounds, unless otherwise stated are for vessels over 14,000 TDW, and unless otherwise stated are in dollars per ton. For purposes of rate calculation only, it has been assumed that New York is the port of discharge whenever the range USNH appears. Approximate rates in cents per bbl. may be determined by dividing per-ton rate by following conversion factors: gasoline, 8.7; kerosine, 7.9; No. 2 fuel, 7.5; 30 gravity crude, 7.3; No. 5 fuel, 6.9; Bunker "C" fuel, 6.5.

		LAST PAID	OWNERS ASK
Gulf	New York.....(Clean)	*$ 2.85	$ 2.57/2.71
	(Dirty)	2.42	2.42/2.57
NWI	U.K. Continent	4.59	5.24/5.57
Ras Tanura	U.K. Continent	6.92	8.18/8.72
Ras Tanura	USNH	7.37	9.53/10.16
Los Angeles	USNH	5.62	6.59

UNITED STATES FLAG CHARTERS

VESSEL	TDW	CARGO	TRADE	RATE	LIFTING
12/1 BULL RUN	15,500	Dirty	Carib./USNH	$2.30	Late Dec.

FOREIGN FLAG CHARTERS

K. J. KNUDSEN	13,500	Dirty	Persian Gulf/Gothenburg—4 consecs.	Sw.Kr.45.35	March
RANTAS	11,500	Clean	Carib./Gothenburg-Malmo Range	Sw.Kr.26.50	Dec.
NAVY FELLOW	12,000	Clean	Curacao/Bergen & Stavanger	40/6d	Jan.
NORFONN	11,500	Semi-Clean	Curacao/Aalesund & Oslo	40/6d	Jan.
NORMA	9,700	Dirty	Abadan/Bergen-Oslo Range	65/-d	Late Dec.
THORSOY	15,500	Dirty	Basis NWI/UKCont.—6 mo. consecs.	32/6d	May
CERTENAGO	8,500	Dirty	Basis NWI/UKCont.—12 mo. consecs.	32/6d	Feb.
G. C. BROVIG	13,500	Dirty	Pers. Gulf/Gothenburg	65/-d	Jan./Feb.
BEAUREGARD	12,500	Dirty	Pers. Gulf/Gothenburg	65/-d	Jan./Feb.
ST. GOBAIN	14,000	Dirty	Basis NWI/UKCont.	34/1d	Jan.
AGEROEN	9,000	Dirty	Basis NWI/UKCont.	34/1d	Dec.
HILDA KNUDSEN	13,000	Dirty	Basis NWI/UKCont.	34/1d	Dec./Jan.

* The rate shown in this instance was for a vessel of 9,500 tons.

PETROLATUMS

WESTERN PENNA.

(Bbls., carloads; tank car, 1 to 1.5c less.)

Snow White	(1)6.375–7.25(2)
Lily White	(1)6.125–6.375(1)
Cream White	(1)5.75–6.125(1)
Light Amber	(1)4–4.5(1)
Amber	(2)1.125–4.25(1)
Red	3.875(2)

LPG PRICES

(Of refiners, FOB refineries, in cents per gal., tank cars or transport trucks)

District	Commercial Propane	Industrial Propane	Commercial Butane	Industrial Butane
N.Y. Harbor	6(1)	6(1)	....	....
Philadelphia	6(1)	6(1)	....	....
Baltimore	....	....	....	....
Hastings	....	....	....	....

MID-CONTINENT LUBES AT GULF

(In packages, FAS, New Orleans; in bulk FOB terminals)

Bright Stock	Steel Drums	Bulk
D color, Vis. at 210°		
150 vis., 0-10 pp.	(1)29.5–30(1)	(1)18–19.8(1)
Neutral Oil	**Col.**	
200 vis.	3.	15.3(1)

PACIFIC COAST

(In Ships' Bunkers, Diesel Fuel or Deep Tank Lots)	(P.S. 200)	Bunker C Fuel (P.S. 400)
San Pedro, Calif.	$3.35(4)	$1.25(4)
San Francisco	3.56(4)	$1.30(4)
Portland, Ore.	3.77(4)	$1.55(4)
Seattle, Wash.	3.77(4)	$1.55(4)

MEXICAN BUNKER PRICES

	Mexican Gulf Ports U.S. Dollars per Bbl. Bunker C (Ships' Bunkers)	Diesel (Ships' Bunkers)
Tampico	$1.75	$3.75
Veracruz	$1.75	....
Minatitlan	$1.75	3.75
Pacific Coast		
Guaymas	$3.16	$3.95
Manzanillo	3.16	3.66
Salina Cruz	3.16	3.50

DEPENDABLE BULK LIQUID MOTOR TRANSPORTATION
SERVING
Pa., N.J., Md., Del., D.C.,
Ohio, Va., W. Va.
COASTAL TANK LINES
YORK, PA.

FAMOUS SINCE 1882
•
STILL GOING STRONG
•
WRITE OR WIRE
THE NATIONAL REFINING CO.
CLEVELAND 15, OHIO

OIL PRICE SECTION

Tank Wagon Prices

Commercial or consumer tank car, tank wagon, dealer and service station prices for gasoline do not include taxes; they do, however, include inspection fees as shown in next column. Gasoline taxes, shown in separate column, include 1.5c federal, and state taxes; also city and county taxes as indicated in footnote. Kerosine tank wagon prices also do not include taxes; kerosine taxes where levied are indicated in footnotes. Dealer discounts are shown in footnotes. These prices in effect *Dec. 5, 1949, as posted by principal marketing companies at their* ***headquarters offices, but subject to later correction.***

Inspection fees per gal., included in both gasoline and kerosine prices, unless otherwise specified, are as follows:

Ala. 1/40c on gasoline; Ark. 1/20c; Fla. 1/8c; Ill. 3/100c; Ind. 2/25c; Kans. 1/100c; La. 1/32c; Minn. 5/200c; Mo. 1/25c; Neb. 2/100c; Nev. 1/20c; N. C. 1/4c; N. D. 1/20c; Okla. 2/25c; S. C. 1/8c; S. D. 1/40c; Tenn. 2/5c; and Wisc. 3/100c.

Kerosine inspection fees only: Ala. 1/2c; Iowa 1/50c; Mich. 1/5c.

ATLANTIC REFINING

	Atlantic White Flash (Regular Grade) Gasoline T.W.	Gasoline Taxes	Kerosine T.W.
Philadelphia, Pa.	13.8	6.5	12.2
Pittsburgh	14.7	6.5	13.35
Allentown	14.4	6.5	12.8
Erie	14.7	6.5	13.35
Scranton	14.7	6.5	13.1
Altoona	14.7	6.5	13.35
Emporium	14.7	6.5	13.35
Indiana	14.7	6.5	13.35
Uniontown	14.7	6.5	13.35
Harrisburg	14.4	6.5	12.8
Williamsport	14.7	6.5	13.1
Dover, Del.	13.4	6.5	12.2
Wilmington	13.4	6.5	12.2
Boston, Mass.	x13.7	4.5	....
Springfield	x14.7	4.5	....
Worcester	x14.0	4.5	....
Fall River	x13.7	4.5	....
Hartford, Conn.	x14.2	5.5	....
New Haven	x14.0	5.5	....
Providence, R. I.	x13.7	5.5	....
Atlantic City, N. J.	13.3	4.5	12.0
Camden	13.3	4.5	12.0
Trenton	13.3	4.5	12.0
Baltimore, Md.	x13.2	6.5	....
Hagerstown	x14.0	6.5	....
Richmond, Va.	x13.4	7.5	12.5
Wilmington, N. C.	x13.7	7.5	12.1
Brunswick, Ga.	x15.3	8.5	....
Jacksonville, Fla.	x14.6	8.5	....

	Mineral Spirits T.W.	V.M.&P. T.W.
Philadelphia, Pa.	14.00	16.5
Pittsburgh, Pa.	17.5	18.5

	Fuel Oils—T.W. 1	2	5	6
Phila., Pa.	12.2	11.5	7.46	5.95
Pittsburgh	....	12.45	....	....
Allentown	12.8	12.1	....	....
Wilmington, Del.	12.2	11.5	....	....
Dover	....	11.5	....	....
Springfield, Mass.	....	12.7	....	....
Worcester	....	12.2	....	....
Hartford, Conn.	....	11.5	....	....

Notes:

Kerosine—Thru Penna. & Del., add 2c per gal. for t.w. deliveries of less than 25 gals. at one time.

Gasoline T.W. prices are to dealers & consumers; kerosine T.W. prices to consumers.

Mineral Spirits prices also apply to Stoddard Solvent.

x Effective Nov. 29.

CONT'L OIL

(N. B. Prices are Continental's "normal" prices. Current selling prices may be lower than "normal" because of local competition.)

	Conoco N-tane (regular) Tank	Demand (3rd Grade) Wagon	Gasoline Taxes	Kerosine T.W.
Denver, Colo.	14.8	13.8	7.5	14.7
Grand Junc.	16.9	15.9	7.5	17.1
Pueblo	15.6	14.6	7.5	15.5
Casper, Wyo.	15.7	14.7	6.5	14.9
Cheyenne	15.7	14.7	6.5	15.6
Billings, Mont.	17.0	16.0	7.5	16.2
Butte	18.0	17.0	7.5	17.9
Great Falls	17.0	16.0	7.5	17.9
Helena	17.5	16.5	7.5	17.9
Salt Lake, U.	16.4	15.4	5.5	16.5
Twin Falls, Ida.	19.1	18.1	7.5	19.2
Albuquer., N. M.	15.7	14.7	9.0	15.1
Roswell	14.8	13.8	9.0	14.4
Santa Fe	16.0	....	9.5	15.4
Muskogee, Okla.	14.0	13.0	8.0	12.9
Oklahoma City.	14.0	13.0	8.0	12.9
Tulsa	14.0	13.0	8.0	12.9

Taxes:

Gasoline tax column includes these city taxes: Albuquerque & Roswell, 0.5c; Santa Fe, 1c; Cheyenne, 1c; Casper, 1c.

Notes:

T.W. prices are to consumers & dealers.

HUMBLE OIL

	Humble (Regular) Tank Wagon	Retail	Gasoline Taxes
Dallas, Tex.	13.0	18.0	5.5
Ft. Worth	13.0	18.0	5.5
Houston	13.0	18.0	5.5
San Antonio	13.0	18.0	5.5

	Kerosine Tank Wagon	Retail
Dallas, Tex.	12.5	17.0
Ft. Worth	12.5	17.0
Houston	12.5	17.0
San Antonio	12.5	17.0

Notes:

T.W. prices are to all classes of dealers and consumers.

IMPERIAL OIL

	Esso Gasoline (Regular Grade) Gasoline T.W.	Gasoline Taxes	Kerosine T.W.
Hamilton, Ont.	23.0	11.0	23.7
Toronto	23.0	11.0	23.7
Brandon, Man.	28.7	9.0	29.4
Winnipeg	26.9	9.0	27.6
Regina, Sask.	25.8	10.0	26.5
Saskatoon	27.5	10.0	28.2
Edmonton, Alta.	21.4	9.0	22.1
Calgary	21.7	9.0	22.4
Vancouver, B. C.	21.0	10.0	24.2
Montreal, Que.	23.0	11.0	23.7
St. John, N. B.	20.5	13.0	22.2
Halifax, N. S.	20.5	13.0	22.2

Taxes:

Gasoline taxes are provincial taxes.

Notes:

Prices are per imperial gal. which is 1.2 U. S. gals.—T.W. prices are to divided & undivided dealers.

TEXAS CO.

	Fire-Chief Gasoline (Regular Grade) Dealer T.W.	Gasoline Taxes	Kerosine Dealer T.W.
Dallas, Tex.	13.0	5.5	12.50
Fort Worth	13.0	5.5	12.50
Wichita Falls	13.0	5.5	12.50
Amarillo	13.0	5.5	12.50
Tyler	13.0	5.5	12.50
El Paso	15.0	5.5	13.85
San Angelo	13.0	5.5	12.50
Waco	13.0	5.5	12.50
Austin	13.0	5.5	12.50
Houston	13.0	5.5	12.50
San Antonio	13.0	5.5	12.50
Port Arthur	13.0	5.5	12.50

Notes:

Dealer t.w. prices apply also to all classes of consumers with minimum delivery of 50 gals.

CALIFORNIA STANDARD

	CHEVRON (Regular) T.T.	Av. 80/87 T.T.	Gasoline Taxes	Base Kerosine T.T.
San Fran., Cal.	14.1	17.6	6.0	18.1
Los Angeles	13.6	17.1	6.0	17.6
Fresno	15.5	19.0	6.0	19.5
Phoenix, Ariz.	17.1	20.6	6.5	21.1
Reno, Nev.	16.8	20.3	7.0	20.8
Portland, Ore.	14.7	18.2	7.5	20.2
Seattle, Wash.	14.7	18.2	8.0	20.2
Spokane	17.6	21.1	8.0	24.1
Tacoma	14.7	18.2	8.0	20.2
Boise, Idaho	19.5	23.0	7.5	28.5
Salt Lake, U.	16.4	19.4	5.5	16.5
Honolulu, T. H.	14.9	18.4	7.5	18.9
Fairbanks, Alaska	26.9	30.4	3.5	36.9
Juneau	16.1	19.6	3.5	21.6

Taxes:

Boise 7.5c tax applies to motor fuel only; avgas taxes are 1.5c federal, 2.5c state. Honolulu 7.5c tax applies to motor fuel only; avgas taxes are 1.5c federal, 4c territorial; Honolulu TT prices also do not include Hawaiian gross income tax of 1% to resellers, 2.5% to consumers.

California Standard (Cont.)

Notes:

Prices for Chevron Supreme (Premium) are 2c higher than Chevron (regular), except Utah which is 1.5c higher than Chevron (regular). Prices for Chevron Aviation 91/98 are 2c above Chevron Aviation 80/87; for Chevron Aviation 100/130; 5c above Chevron Aviation 80/87; for Chevron Aviation 115/145. 8c above Chevron Aviation 80/87.

Base kerosine t.t. prices, except at Salt Lake City, apply to deliveries of 40-199 gals. For other deliveries: less than 40 gals., add 4c; 200-399 gals., deduct 3c; 400 gals. & over, deduct 4c; tank car-truck trailer, deduct 5.5c.

ESSO STANDARD

	Esso Gasoline (Regular Grade) Gasoline T.W.	Gasoline Taxes	Kerosine T.W.
Atlantic City, N. J.	13.3	4.5	12.0
Newark	13.3	4.5	12.0
Baltimore, Md.	13.2	6.5	11.8
Cumberland	14.4	6.5	13.1
Washington, D. C.	13.6	5.5	12.2
Danville, Va.	14.1	7.5	13.1
Petersburg	13.7	7.5	12.7
Norfolk	13.0	7.5	12.1
Richmond	13.4	7.5	12.5
Roanoke	15.0	7.5	14.0
Charleston, W. Va.	15.0	6.5	14.7
Fairmont	14.9	6.5	15.0
Parkersburg	14.9	6.5	13.3
Wheeling	14.7	6.5	15.9
Charlotte, N. C.	14.7	7.5	12.8
Hickory	14.8	7.5	13.0
Mt. Airy	15.2	7.5	13.3
Raleigh	14.8	7.5	13.0
Salisbury	14.4	7.5	12.5
Charleston, S. C.	13.6	7.5	....
Columbia	14.8	7.5	....
Spartanburg	14.2	7.5	....
New Orleans, La.	13.5	10.5	11.6
Baton Rouge	13.2	10.5	11.2
Alexandria	14.5	10.5	12.7
Lake Charles	13.3	10.5	12.0
Shreveport	14.1	10.5	11.7
New Iberia	13.6	10.5	11.6
Knoxville, Tenn.	14.5	8.5	12.5
Memphis	14.2	8.5	12.4
Chattanooga	14.4	8.5	12.4
Nashville	14.7	8.5	13.0
Little Rock, Ark.	14.9	8.0	13.1

	Mineral Spirits T.W.	V.M.&P. T.W.
Newark, N. J.	15.0	16.5
Baltimore, Md.	17.5	....
Washington, D. C.	17.5	....

FUEL OILS—T.W.

	No. 1	No. 2	No. 4	No. 6
Atlantic City, N. J.	12.0	11.5	....	....
Newark City, N. J.	12.0	11.5	$3.274	$2.606
Baltimore, Md.	11.8	11.4	$3.21	$2.54
Washington, D. C.	12.2	11.8	$3.32	$2.64
Norfolk, Va.	12.1	11.0	....	....
Danville	....	12.1	....	....
Petersburg	12.7	11.7	....	....
Richmond	12.5	11.4	....	....
Roanoke	....	13.0	....	....
Charlotte, N. C.	12.8	11.9	....	....
Hickory	13.0	12.2	....	....
Raleigh	13.0	12.4	....	....
Charleston, S. C.	....	11.2	....	....
Columbia	....	12.5	....	....
Spartanburg	....	11.7	....	....

Taxes: Louisiana kerosine prices do not include 1c state tax.

Naphtha—Newark t.w. prices are for deliveries of 200 gals. or more; less than 200 gals., 0.5c over posted t.w. prices; steel barrel deliveries, 6c over posted t.w. prices. Baltimore & Washington prices are for t.w. deliveries of 25-99 gals., no discounts.

Notes:

Gasoline T.W. prices are to consumers & dealers.

Effective 11-25-49, minimum retail resale price of 17.3c (ex tax) for Esso Gasoline posted throughout New Jersey.

Tank Wagon Prices (Continued)

SOCONY VACUUM

	Gasoline Taxes	Mobilgas Aircraft Grade 80 T.W.	Mobilgas Aircraft Grade 91 T.W.	Mobilgas Aircraft Grade 100 T.W.	Mobilgas (Regular Grade) T.C.	Mobilgas (Regular Grade) T.W.	Mobil Kerosine T.C.	Mobil Kerosine Yard	Mobil Kerosine T.W.	Mobilfuel Diesel T.C.	Mobilfuel Diesel T.W.	MOBILHEAT (No. 2 Fuel) T.C.	MOBILHEAT (No. 2 Fuel) Yard	MOBILHEAT (No. 2 Fuel) T.W.	S/V No. 4 Fuel T.W.	S/V No. 6 Fuel T.W.
New York City:																
Manh.	5.5	....	....	....	....	x13.7	....	....	12.9	....	12.1	....	....	11.9	9.02	5.96
Bronx	5.5	....	....	....	....	x13.7	....	10.1	13.1	....	12.1	....	9.1	12.0	9.02	5.96
Kings	5.5	....	....	....	....	x13.7	9.1	9.9	12.9	9.2	12.1	8.7	9.0	11.9	9.02	5.96
Queens	5.5	....	....	....	....	x13.7	....	....	12.9	....	12.1	....	....	11.9	9.02	5.96
Richmond	5.5	....	19.4	....	....	x13.6	9.0	9.8	13.0	....	12.1	8.6	8.9	11.6	9.02	5.96
Albany, N. Y.	5.5	21.3	22.3	24.8	12.8	13.8	9.2	9.4	12.5	9.2	12.0	8.8	9.0	11.5	9.02	6.54
Binghamton	5.5	....	....	....	14.0	15.1	10.6	10.8	13.7	....	13.1	10.1	10.3	12.6	....	....
Buffalo	5.5	20.5	21.5	24.2	13.8	14.8	10.5	10.7	13.8	10.4	13.3	9.9	10.1	12.8	....	8.4
Jamestown	5.5	21.8	....	....	13.9	15.0	10.5	10.7	14.0	....	13.0	9.9	10.1	12.5	....	....
Mt. Vernon	5.5	....	....	....	....	x13.9	....	10.2	13.3	....	12.6	....	9.2	12.1	9.22	....
Plattsburg	5.5	....	....	....	....	x14.9	10.4	10.4	....	....	....	10.0	10.2	12.8	....	....
Rochester	5.5	20.4	21.4	23.4	13.7	14.8	10.3	10.5	13.6	....	12.9	9.8	10.0	12.4	....	....
Syracuse	5.5	22.0	23.0	25.0	x13.6	x14.6	10.3	10.5	13.6	10.2	12.8	9.7	9.9	12.3	....	....
Bridgeport, Conn.	5.5	....	....	....	....	x14.0	9.1	9.1	....	....	....	8.7	8.7	11.4	....	....
Danbury	5.5	....	....	....	....	x14.2	....	11.2	....	....	....	....	9.8	12.1	....	....
Hartford	5.5	....	....	....	x12.9	x14.2	9.5	9.5	13.3	9.6	12.3	9.1	9.1	11.5	....	....
New Haven	5.5	20.3	....	....	x12.7	x14.0	9.1	9.1	....	9.2	11.9	8.7	8.7	11.4	....	....
Bangor, Me.	7.5	24.8	....	....	13.4	14.8	10.0	....	14.0	10.0	13.1	9.6	....	12.7	....	....
Portland	7.5	22.4	23.4	....	12.3	x13.7	9.3	....	13.3	9.3	12.3	8.9	....	11.9	....	....
Boston, Mass.	4.5	19.0	20.0	22.0	x12.5	x13.7	9.2	....	13.3	9.2	12.3	8.8	....	11.9	....	....
Concord, N. H.	5.5	....	....	....	....	x14.7	....	....	....	....	12.9	....	....	12.5	....	....
Lancaster	5.5	....	....	....	....	x16.1	....	12.2	15.4	....	14.3	....	11.6	13.9	....	....
Manchester	5.5	....	....	....	....	x14.2	....	10.6	14.2	....	13.0	....	10.3	12.6	....	....
Portsmouth	5.5	21.2	22.2	....	x13.2	x14.1	9.7	....	....	9.7	12.1	9.3	....	11.7	....	....
Providence, R. I.	5.5	18.9	19.9	21.9	x12.5	x13.7	9.2	9.8	13.1	9.2	12.4	8.8	9.2	12.0	....	....
Burlington, Vt.	6.5	....	....	....	x13.6	x14.6	10.5	10.5	....	10.6	13.4	9.8	9.8	12.4	....	....
Rutland	6.5	....	....	....	....	x15.2	....	11.0	....	....	13.5	....	10.5	12.9	....	....

Tank Wagon Prices	Buffalo	N. Y. City	Rochester	Syracuse	Boston	Hartford	Providence
Mineral Spirits	16.5	15.0	18.0	19.0	16.0	17.5	16.5
V.M.&P. Naphtha	18.5	16.5	19.5	25.5	17.5	19.0	18.5

Taxes: N.Y.C. prices do not include 2% city sales tax applicable to price of gasoline (ex tax).

Discounts:
Mobil Kerosine & Mobilheat—Mt. Vernon, T.W. less 0.5c for deliveries of 300 gals. or more.
Mobilfuel Diesel—All points, 0.5c for single delivery of 800 gals. or more.
Mobilheat—0.6c per gal. "voluntary discount" allowed from Kings tank car price and Bronx & Kings yard prices.

Notes:
Gasoline T.W. prices are to Consumers & Dealers.
Syracuse V.M.&P. price is in steel barrels. Jamestown t.c. prices are delivered prices; all other t.c. prices are FOB bulk terminals.
x Effective Nov. 29.

OHIO STANDARD

	Gasoline Taxes	Aviation Gasoline-Cons. T.W. Sohio Avia. 62 Clear	Esso Avia. 80 Clear	Esso Avia. 91	Esso Avia. 100	Sohio X-70 Gasoline (Regular-Grade) Consumer T.W.	Sohio X-70 Gasoline (Regular-Grade) Resellers	S.S.	Naphthas & Solvents—Cons. T.W. S.R. Solvent	D.C. Naphtha	V.M.&P. Naphtha	Varnolene	Sohio Solvent	Kerosine T.W.	No. 1 Sohio-Heat	No. 2 Sohio-Heat
Akron	5.5	20.0	22.0	23.0	26.0	18.5	15.0	19.0	19.5	20.5	20.5	20.0	20.0	13.5	13.5	12.70
Canton	5.5	20.0	22.0	23.0	26.0	18.5	15.0	19.0	19.5	20.5	20.5	20.0	20.0	13.5	13.5	12.70
Cincinnati	5.5	20.0	22.0	23.0	26.0	18.0	14.5	18.5	19.5	20.5	20.5	20.0	20.0	13.5	13.5	12.70
Cleveland	5.5	20.0	22.0	23.0	26.0	18.5	15.0	19.0	19.5	20.5	20.5	20.0	20.0	13.5	13.5	12.70
Columbus	5.5	20.0	22.0	23.0	26.0	18.5	15.0	19.0	19.5	20.5	20.5	20.0	20.0	13.5	13.5	12.70
Dayton	5.5	20.0	22.0	23.0	26.0	18.5	15.0	19.0	19.5	20.5	20.5	20.0	20.0	13.5	13.5	12.70
Lima	5.5	20.0	22.0	23.0	26.0	18.5	15.0	19.0	19.5	20.5	20.5	20.0	20.0	13.5	13.5	12.70
Mansfield	5.5	20.0	22.0	23.0	26.0	18.5	15.0	19.0	19.5	20.5	20.5	20.0	20.0	13.5	13.5	12.70
Marion	5.5	20.0	22.0	23.0	26.0	18.5	15.0	19.0	19.5	20.5	20.5	20.0	20.0	13.5	13.5	12.70
Portsmouth	5.5	20.0	22.0	23.0	26.0	18.5	15.0	19.0	19.5	20.5	20.5	20.0	20.0	13.5	13.5	12.70
Toledo	5.5	20.0	22.0	23.0	26.0	18.5	15.0	19.0	19.5	20.5	20.5	20.0	20.0	13.5	13.5	12.30
Youngstown	5.5	20.0	22.0	23.0	26.0	18.5	15.0	19.0	19.5	20.5	20.5	20.0	20.0	13.5	13.5	12.70
Zanesville	5.5	20.0	22.0	23.0	26.0	18.5	15.0	19.0	19.5	20.5	20.5	20.0	20.0	13.5	13.5	12.70

Taxes: Hangar operators can purchase aviation gasoline less 4c per gal. state Road Tax by supporting purchase with State Tax Exemption Form A-10 to supplier.

Discounts: Esso Aviation—on contract to hangar operators and resellers, 2c off consumer t.w.
Fuel Oils—Prices shown are for t.w. & drum deliveries of 50 gals. or more; prices for deliveries of less than 50 gals. are 0.5c higher.
Naphthas—To contract consumers off t.w. prices (except Lucas County) 300 to 999 gals., 0.5c; 1000 to 2499 gals., 0.75c; 2500 to 4999 gas., 1c; 5000 or more gals., 1.5c. Lucas County: less than 50 gals., tank wagon price, 50 to 249 gals., 0.5c; 250 to 499 gals., 1c; 500 gals. or over 1.5c.

Notes: Renown (third-grade) gasoline prices are same as X-70 unless otherwise noted. S.S. prices are at company-operated stations.

INDIANA STANDARD

Tank wagon prices listed below were obtained by NPN correspondents who visited Standard of Indiana bulk plants where the company's prices are publicly posted.

	Red Crown (Reg. Grade) Red Cr'n. Cons. T.W.	Red Crown (Reg. Grade) Red Cr'n. Dlr. T.W.	Gasoline Taxes	Kerosine T.W.	Stanolex Furnace Oil 1-99 gals.	Stanolex Furnace Oil 100 gals. & over
Chicago, Ill.	17.5	15.5	4.5	14.7	....	....
South Bend, Ind.	18.0	16.5	5.5	15.2	13.7	12.7
Detroit, Mich.	16.9	15.4	4.5	14.4	13.5	12.5
St. Paul, Minn.	17.5	16.0	6.5	14.9	12.7	11.7
Des Moines, Ia.	16.9	15.4	5.5	14.1	12.5	11.5
St. Louis, Mo.	16.7	15.2	4.5	14.1	12.3	11.3
Wichita, Kans.	14.4	14.0	6.5	12.7	10.9	9.9
Omaha, Nebr.	17.0	15.5	7.5	14.2	12.6	11.6
Fargo, N. D.	18.3	16.8	5.5	15.5	13.8	12.8
Huron, S. D.	18.2	16.7	5.5	15.4	13.7	12.7
Milwaukee, Wisc.	17.6	*13.9	5.5	14.8	13.3	12.3

Fuel Oils T. W.—Chicago, Ill.

	Standard Heater Oil	Stanolex Furnace Oil		Stanolex Fuel A	Stanolex Fuel C
1-99 gals.	14.2	13.2	1-749 gals.	8.6	7.45
100-149 gals.	13.2	....	750 gals. & over	7.85	6.7
150 gals. & over	12.7	....			
150-399 gals.	....	12.2			
400 gals. & over	....	11.7			

Taxes:
St. Louis, Mo. gasoline tax includes 1c city tax. Des Moines, Ia. kerosine and furnace oil prices do not include 4c state tax. State sales, occupation, consumer & use taxes to be added where applicable.
* Subnormal.

KENTUCKY STANDARD

	Crown Net xDealer	Gasoline Taxes	Kerosine T.W.
Covington, Ky.	13.3	8.5	14.3
Lexington	16.0	8.5	14.0
Louisville	15.2	8.5	13.3
Paducah	15.1	8.5	13.0
Jackson, Miss.	15.1	7.5	12.9
Vicksburg	14.6	7.5	12.4
Birmingham, Ala.	15.1	8.5	13.2
Mobile	14.4	9.5	12.9
Montgomery	15.2	9.5	13.3
Atlanta, Ga.	15.3	8.5	13.0
Augusta	15.8	8.5	13.7
Macon	15.3	8.5	13.1
Savannah	14.6	8.5	12.7
Jacksonville, Fla.	14.6	8.5	12.7
Miami	14.6	8.5	12.7
Pensacola	14.4	9.5	12.6
Tampa	14.4	8.5	12.7

Taxes:
Gasoline tax column includes these city & county taxes: Mobile, 2c city; Birmingham, 1c county; Montgomery, 1c city & 1c county; Pensacola, 1c city. Other taxes not included in prices: Georgia, kerosine, 1c; Montgomery, kerosine 1c; Mississippi, kerosine 0.5c.

Notes:
Consumer t.w. prices are same as net dealer prices.
x Effective Nov. 28.

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For Sale

FOR SALE

STEEL STORAGE TANKS

3 — 8000-Gallon, Tank Car Tanks, Coiled and Non-coiled

10—10,000-Gallon, Tank Car Tanks, Coiled and Non-Coiled

OTHER TANKS TOO!

Also Complete Tank Cars!

IRON & STEEL PRODUCTS INC.

13456A S. Brainard Ave., Chicago 33, Illinois

"ANYTHING containing IRON or STEEL"

STEEL STORAGE TANKS
Railroad Tank Car Tanks
6,500 to 12,000-Gal. Cap.
Coiled and Non-Coiled
Cleaned—Painted—Tested
Heavier—Safer—Cheaper
Other Tanks Too
Also—Complete Tank Cars
8,000 and 10,000-Gal. Cap.
Your Inquiries Solicited
NEWHALL-MARSHALL-WOOD, INC.
30 Church Street
New York 7, N. Y.
Phone: COrtland 7-8090

FOR SALE

Long established distribution deal wholesale with controlled service stations and considerable commercial gallonage in Salinas, Monterey County, California, the most highly mechanized farming section in the country. Doing business of $30000.00 a month with plenty of room for expansion. This was advertised in these pages last summer and drew some inquiries but not the right one. Here is a real opportunity for an aggressive sales minded man now in district or division management of major or large independent who is stymied yet has the guts to go in for himself. To such a man easy terms can be extended but do not answer unless having had practical management experience of bulk plant and service station operations and with financial strength of $40000.00.

BOX 299

For Sale

STEEL DRUMS

We can furnish you with bung type and full open head steel drums and pails suitable for lubricating oils, greases, fuel oils, etc. At any point. Let us have your inquiries.

BUCKEYE COOPERAGE COMPANY
3800 Orange Ave. Cleveland 15, Ohio
Phone EXpress 3383

FOR SALE

1—1936 Dodge Truck with 1942 motor. 1,060 gal. 4 compartment tank fully equipped with pump, meter, reel. In use every day. A real bargain — $1200.00

COMMUNITY OIL CO., INC.
Charles Town, W. Va.

FOR SALE

1—1941 Dodge Tractor with 3300 gal., 6 compartment Fruehauf trailer, in use every day. Good for S.S. delivery. A real bargain—$2500.00

COMMUNITY OIL CO., INC.
Charles Town, W. Va.

Wanted to Buy

WANTED TO BUY

Only second hand, but very good condition: (For barge terminal)
Loading Rack—Foam system—200,000 Gal. Tank.
Boiler Unit—Elec. Motors, Meters—Accessories.
1 Tank Truck—Make detailed offers.
BOX 302

In the market for a going service station, property and all. Address replies to **BOX 306**, National Petroleum News.

One Thousand or Twelve hundred Gallon truck tank to be used for fuel oil. **BOX 303**, National Petroleum News.

Position Wanted

SALES EXECUTIVE available, fifteen years general lubricating sales department of large Major Oil Company in East; six years service station equipment sales, New York and Phila. Age 43, excellent references. Desire new connection, Petroleum or Allied industry. Refer **BOX 295 National Petroleum News.**

Young capable executive, presently employed, with more than 10 years sales and operational experience in industrial fuel oils, wants sales position with Major company or large established Independent. Excellent references. **BOX 304.**

FOR SALE: 1 4000 Gal., 3 compartment, double Blkhd., Single Axle Transport $1800.00. **SPRINGFIELD BODY AND TRAILER CO.** P.O. Box 431—Phone 7606. Springfield, Missouri.

CHEMIST, M.S.; Eight years experience products development, technical service, research. Specialist in lubricating oils, emulsifying materials and fats, particularly as applied to soluble cutting fluids. Outstanding record! **BOX 305.**

Oil Refining Executive, twenty-two years experience as Superintendent Manager and Sales Executive, employed but desires change. **BOX 293.**

WANTED

An opportunity to demonstrate the selling power of NATIONAL PETROLEUM NEWS' Classified Advertising.

If you've got something to sell to oilmen, whether it be storage tanks, compressors, tank trucks or your own talents, NATIONAL PETROLEUM NEWS' Classified Ads will tell your story to the greatest number of potential buyers.

If there's something you want to buy from oilmen, whether it be a bulk plant, a gasoline station or an individual's skill and know-how, NATIONAL PETROLEUM NEWS will tell your story to the greatest number of potential sellers.

See advertising rates and conditions which appear immediately under the page heading of the CLASSIFIED SECTION of this issue. Then . . .

Write Room 532

1213 W. 3rd ST., CLEVELAND 13, OHIO

Pennsylvania Oil Other Than Lubes at Refineries

(Compiled by National Petroleum Assn. from report of all region refiners. Figures in bbls.)

	Sept. 1949	Aug. 1949
1. Naphthas & Gasoline		
(1) Straight run, unblended and/or unleaded, for sale as motor fuel	2,006	2,759
(2) Naphtha and gasoline, for sale for blending or further refining or held at refinery for further distillation, reforming, blending or leading	235,868	224,130
(3) Below 65 octane, not included in (1) or (2) above	3,003	2,461
(4) 65 octane and above	264,218	217,593
2. Salable naphthas other than motor fuel material (does not include refinery process naphthas)	16,251	15,421
3. Kerosine	70,042	73,981
4. 36/40 gas oil (include furnace oil)	54,365	66,732
5. Fuel Oil (not reported above)	36,537	42,149
6. Oils held as cracking plant charging stocks	348,208	370,773
7. Non viscous neutral	23,387	27,451
8. Wax distillate	140,225	132,647
9. Crude Petroleum	27,600	25,771
10. Wax (lbs.)	5,605,348	6,173,214

Pennsylvania Lubricating Oils at Refineries

(Compiled by National Petroleum Assn. from reports of companies refining Pennsylvania Grade crude oil. Figures in bbls. of 42 U. S. gals.)

	Production Sept. 1949	Inventory Sept. 1949	Production Aug. 1949	Inventory Aug. 1949
1. Raw Long residuum	9,827	32,716	11,471	35,474
2. 600 steam refined stock	290,807	274,479	193,897	248,618
3. Other steam refined stock	39,145	70,756	59,486	84,120
4. Finished dewaxed long residuum	11,194	26,188	9,005	30,762
5. Bright stock	176,467	247,623	145,436	222,157
6. Viscous neutral, below 180 vis. but not below 142 vis. @ 100	107,877	190,761	63,388	177,908
7. Viscous neutral, 180 vis. @ 100 and above	119,752	191,408	73,534	189,937

District 5 Demand

(Bureau of Mines Figures in thousands of bbls. daily)

	Sept. 1949	Aug. 1949	Sept. 1948
Gasoline & Naphtha	383	395	359
Liquefied Petroleum Gases	16	16	14
Kerosine & Kerosine Distillates	11	9	8
Lubricating Oils & Distillates	17	15	11
Stove Oil & Diesel Oil	98	79	100
Fuel Oil	298	251	248
Asphalt & Road Oil	45	50	31

Production of Natural Gasoline

(Bureau of Mines figures in gals., 000 omitted)

	Sept. 1949	Aug. 1949
East Coast	.....	.....
W. New York	1	.....
W. Pennsylvania	604	666
West Virginia	13,551	11,757
Ohio	465	374
Illinois	11,548	11,662
Kentucky	5,781	5,621
Michigan	330	321
Kansas	9,540	8,237
Oklahoma	47,087	45,480
Texas:	279,982	272,288
Gulf	78,912	77,760
East Texas	28,013	27,272
Panhandle	49,786	50,715
Other	123,271	116,541
Arkansas	7,426	7,051
Louisiana:	61,448	64,523
Gulf	25,915	28,776
Inland	35,533	35,747
Mississippi	4,049	4,333
New Mexico	15,542	14,581
Colorado	*	*
Montana	661	534
Utah	*	*
Wyoming	*5,931	*6,045
California	92,947	94,351
Total	556,893	547,824
Daily average	18,563	17,672

* Colorado and Utah drip gasoline included with Wyoming.

Dealer and Service Station Prices for Regular-Grade Gasoline in 50 Representative Cities† November 1, 1949

City	State	Dealer's Net Price (Ex tax)	Indicated Dealer Margin	Gasoline Tax (Inc. 1.5c federal tax)	Service Station (Inc. tax)
		Cents per Gallon			
Average United States		15.12	5.21	6.64	26.97
Portland, Me.		14.10	5.00	7.50	26.60
Manchester, N. H.		14.60	5.50	5.50	25.60
Burlington, Vt.		14.90	5.10	6.50	26.50
Boston, Mass.		14.10	5.10	4.50	23.70
Providence, R. I.		14.10	4.90	5.50	24.50
Hartford, Conn.		14.40	4.80	5.50	24.70
Buffalo, N. Y.		14.80	5.10	5.50	25.30
New York, N. Y.		14.10	6.40	5.50	26.00
Newark, N. J.		13.70	5.60	4.50	23.80
Philadelphia, Pa.		14.20	4.80	6.50	25.50
Dover, Del.		13.80	5.70	6.50	26.00
Baltimore, Md.		13.60	5.40	6.50	25.50
Washington, D. C.		14.00	5.50	5.50	25.00
Charleston, W. Va.		15.40	6.20	6.50	28.10
Norfolk, Va.		13.40	6.10	7.50	27.00
Charlotte, N. C.		15.00	5.50	7.50	28.00
Charleston, S. C.		13.90	5.90	7.50	27.30
Atlanta, Ga.		15.60	5.40	8.50	29.50
Jacksonville, Fla.		14.90	4.60	8.50	28.00
Birmingham, Ala.		15.40	5.60	8.50	*29.50
Vicksburg, Miss.		14.90	6.10	7.50	28.50
Memphis, Tenn.		14.70	5.80	8.50	29.00
Lexington, Ky.		16.30	4.00	8.50	28.80
Youngstown, Ohio		15.00	4.00	5.50	24.50
South Bend, Ind.		16.50	5.80	5.50	27.80
Chicago, Ill.		15.50	4.41	4.50	24.41
Detroit, Mich.		15.40	5.03	4.50	24.93
Milwaukee, Wisc.		16.10	5.20	5.50	26.80
Twin Cities, Minn.		16.00	5.60	6.50	28.10
Fargo, N. Dak.		16.80	4.70	5.50	27.00
Huron, S. Dak.		16.70	4.80	5.50	27.00
Omaha, Nebr.		15.50	4.00	7.50	27.00
Des Moines, Iowa		15.40	4.70	5.50	25.60
St. Louis, Mo.		‡15.20	5.20	4.50	*24.90
Wichita, Kans.		14.00	4.40	6.50	24.90
Tulsa, Okla.		14.00	5.50	8.00	27.50
Little Rock, Ark.		15.10	5.40	8.00	28.50
New Orleans, La.		13.80	6.20	10.50	30.50
Houston, Tex.		13.00	5.00	5.50	23.50
Albuquerque, N. Mex.		15.70	5.30	9.00	**30.00
Denver, Colo.		14.80	4.70	7.50	27.00
Casper, Wyo.		15.60	6.90	6.50	*29.00
Butte, Mont.		16.00	4.50	7.50	28.00
Boise, Ida.		19.50	4.50	7.50	31.50
Salt Lake City, Utah		16.40	5.10	5.50	27.00
Reno, Nev.		16.80	5.00	***7.00	28.80
Phoenix, Ariz.		17.10	5.00	6.50	28.60
San Francisco, Calif.		14.10	4.80	6.00	24.90
Portland, Ore.		14.70	5.80	7.50	28.00
Spokane, Wash.		17.60	5.00	8.00	30.60

* Includes city tax of 1c per gallon.
** Includes city tax of 0.5c per gallon.
*** Includes county tax of 1.5c per gallon.
† API figures as reported by The Texas Co.
‡ This price also was in efect Oct. 1, 1949; incorrect in Nov. 2 issue due to error in report released to NPN.

Net Stocks of Pennsylvania Crude Oil

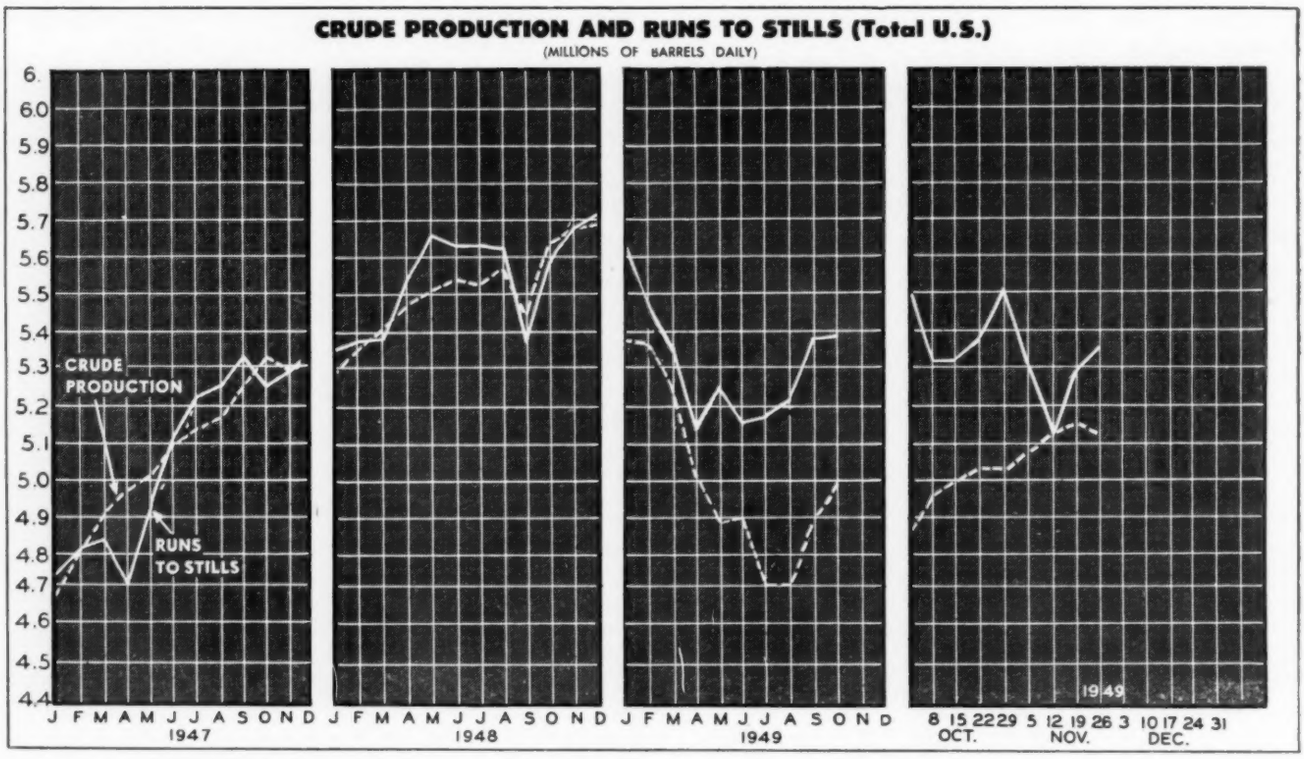
(Compiled by National Petroleum Assn. Figures in bbls.)

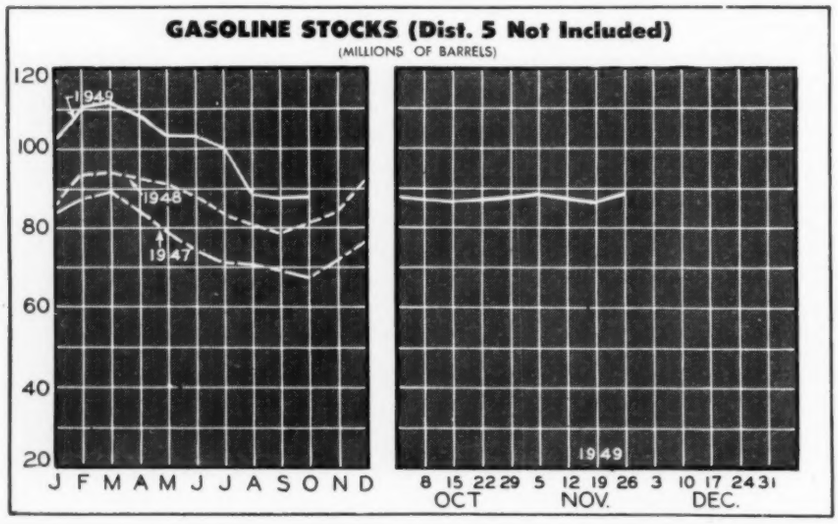
	Sept. 1949	Aug. 1949	Sept. 1948
At refineries	590,435	637,615	503,945
Pipe line and tank farm	2,322,115	2,478,516	1,918,389
Total	2,912,550	3,116,131	2,422,344

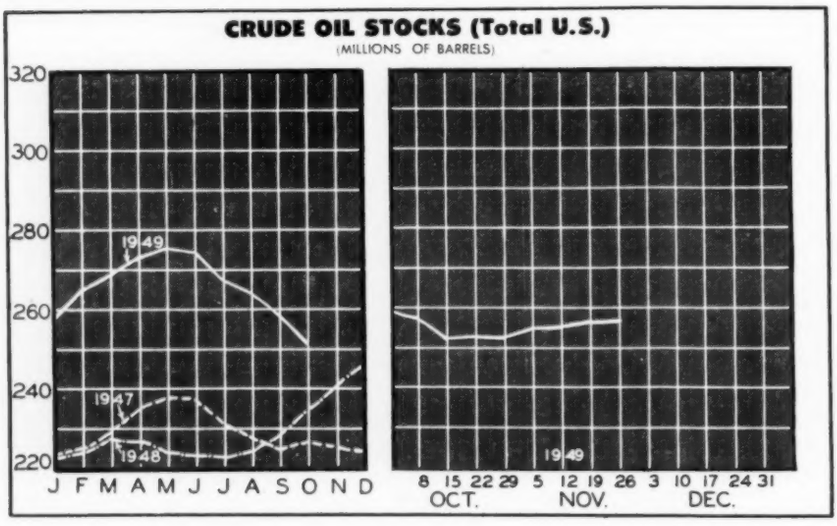
Midwestern Lubricating Oils

(Compiled by Western Petroleum Refiners Assn. from figures of 13 reporting companies; figures in bbls. of 42 gals.)

	Total Bright Stock	Solvent Bright Stock	Total Viscous Neutrals	Solvent Viscous Neutrals	Paraffin Oils	Steam Refined Stock	Blended Oils
September, 1949							
Production:	147,148	88,886	362,415	228,809	97,193	27,608	591,447
Shipments:							
Domestic	196,152	123,265	439,439	303,066	99,499	19,656	578,394
Export	15,058	12,139	3,020	2,305	226	1,897	27,732
TOTAL	211,210	135,404	442,459	305,371	99,725	21,553	606,126
Inventory							
Sept. 30	288,286	154,447	530,374	414,934	78,136	87,331	394,174
Days Supply	43	45	42	57			
September, 1948							
Production:	274,335	87,591	470,182	259,165	109,901	24,113	569,816
Shipments:							
Domestic	225,863	106,470	455,333	234,677	105,972	26,879	547,449
Export	17,823	6,866	849	645	65	542	21,906
TOTAL	243,686	113,336	456,182	235,322	106,037	27,421	569,355
Inventory							
Sept. 30	334,863	153,154	710,706	479,560	75,459	95,176	394,174
Days Supply	38	45	45	62			







Crude Oil Stocks

(Bureau of Mines figures in thousands of barrels)

	Nov. 19	Nov. 26	Change from Nov. 19
Pennsylvania Grade ..	3,150	3,031	—119
Other Appalachian ...	2,249	1,865	—384
Lima-Michigan	1,074	1,049	— 25
Illinois-Indiana	10,110	10,632	522
Arkansas	2,687	2,632	— 55
Kansas	8,059	8,091	32
Louisiana:	13,162	13,483	321
North	2,913	3,005	+ 92
Gulf	10,249	10,478	229
Mississippi	2,350	2,408	58
New Mexico	7,476	7,286	—190
Oklahoma	29,006	29,003	— 3
Texas:	117,365	117,372	7
East Texas	17,061	16,853	—208
West Texas	44,526	44,306	—220
Gulf Texas	30,038	30,068	30
Other Texas	25,740	26,145	405
Panhandle	4,268	4,224	— 44
North	6,504	6,639	135
South	6,747	6,382	—365
Other	8,221	8,900	679
Rocky Mountain	13,976	13,956	— 20
California, incl. heavy	37,653	37,458	—195
Foreign	8,057	8,143	86
Total crude stocks in U. S.	256,374	256,409	35
Total located in Bureau of Mines' East Coast District	14,749	14,417	—332

Penna. Crude Runs to Stills

(Compiled by National Petroleum Assn., from reports of all companies refining Penna. Grade Crude. Figures in b/d.)

Week Ended Nov. 26, 1949	Week Ended Nov. 19, 1949	Week Ended Nov. 27, 1948
60,118	65,626	60,854

REFINERY OPERATIONS

(American Petroleum Institute figures in thousands of barrels of 42 gallons each. Figures include reported totals plus estimate of unreported amounts and are therefore on a Bureau of Mines basis.)

Districts	Crude Runs to Stills: Daily Average Week Ended		Crude Runs to Stills: % Operated Week Ended		Gasoline Production at Refineries Inc. Natural Blended Week Ended		Kerosine Production Week Ended		Gas Oil & Dist. Fuel Oil Production Week Ended	
	Nov. 26	Nov. 19	Nov. 26	Nov. 19	Nov. 26	Nov. 19	Nov. 26	Nov. 19	Nov. 26	Nov. 19
East Coast	774	735	84.6	80.3	2,460	2,173	211	199	1,231	1,327
Appalachian (Dist. 1)	93	99	78.8	83.9	345	323	32	58	93	80
Appalachian (Dist. 2)	60	60	80.0	80.0	198	215	25	21	43	30
Ind., Ill., Ky.	925	937	83.2	84.3	3,432	3,429	430	411	994	1,000
Okla., Kans., Mo.	433	424	84.2	82.5	1,718	1,660	83	149	629	558
Inland Texas	226	209	82.2	76.0	1,050	1,010	53	71	196	174
Texas Gulf Coast	1,269	1,292	80.3	81.7	3,929	4,315	746	585	1,593	2,007
Louisiana Gulf Coast	436	448	95.2	97.8	1,544	1,674	329	386	806	675
No. La. & Arkansas	78	79	81.3	82.3	239	218	53	53	68	65
Rocky Mt. (Dist. 3)	12	11	80.0	73.3	50	44			11	11
Other Rocky Mt. (Dist. 4)	165	170	75.0	77.3	555	528	60	56	260	192
California	860	828	80.6	77.6	2,684	2,568	11	238	1,047	998
Total U. S.—B. of M. Basis	*5,331	5,292	82.7	82.1	18,204	18,157	2,033	2,227	6,971	7,117
U. S.—B. of M. Basis, Nov. 27, 1948	5,778		95.1		17,317		2,630		7,402	
East of California	4,471	4,464	83.1	83.0	15,520	15,589	2,022	1,989	5,924	6,119

* Includes 471,000 bbls. foreign crude runs.

Districts	Residual Fuel Oil Production Week Ended		Total Stocks Kerosine Week Ended		Total Stocks Gas Oil and Distillates Week Ended		Total Stocks Residual Fuel Oil Week Ended		Stocks of Finished and Unfinished Gasoline Weeks Ended		Per Cent Daily Refining Capacity Reported Week Ended
	Nov. 26	Nov. 19	Nov. 26	Nov. 19	Nov. 26	Nov. 19	Nov. 26	Nov. 19	Nov. 26	Nov. 19	Nov. 26
East Coast	1,403	1,349	11,169	11,816	30,273	31,102	10,207	10,420	22,954	22,851	100.0
Appalachian (Dist. 1)	72	64	409	418	910	931	442	497	2,869	2,705	90.4
Appalachian (Dist. 2)	88	98	134	137	237	234	192	198	1,341	1,353	97.3
Ind., Ill., Ky.	1,162	1,086	5,189	5,550	13,711	14,199	4,450	4,476	21,316	21,535	90.4
Okla., Kans., Mo.	394	452	1,535	1,570	6,420	6,331	1,763	1,816	9,855	9,424	82.1
Inland Texas	301	300	820	853	1,121	1,031	1,408	1,459	4,017	3,989	81.0
Texas Gulf Coast	1,630	1,639	3,502	3,505	16,005	15,812	7,587	7,881	14,304	14,235	97.2
Louisiana Gulf Coast	406	455	1,614	1,838	5,242	5,137	2,457	2,793	5,814	5,869	98.1
No. La. & Arkansas	114	99	402	487	709	856	347	347	2,578	2,171	72.6
Rocky Mt. (Dist. 3)	19	18	50	50	97	96	34	31	85	80	25.1
Other Rocky Mt. (Dist. 4)	258	309	394	374	1,950	2,026	613	615	2,585	2,476	88.7
California	2,257	2,345	851	928	15,120	14,897	37,587	38,087	17,199	16,692	90.7
Total U. S.—B. of M. Basis	8,104	8,214	26,069	27,526	91,795	92,652	67,087	68,620	†104,917	103,380	92.6
U. S.—B. of M. Basis, Nov. 27, 1948	9,582		26,454		80,375		63,960		‡93,802		
East of California	5,847	5,869	25,218	26,598	76,675	77,755	29,500	30,533	87,718	86,688	92.9

Unfinished gasoline stocks included are: (†) 7,648,000 bbls.; (‡) 8,487,000 bbls.

Crude and Condensate Production

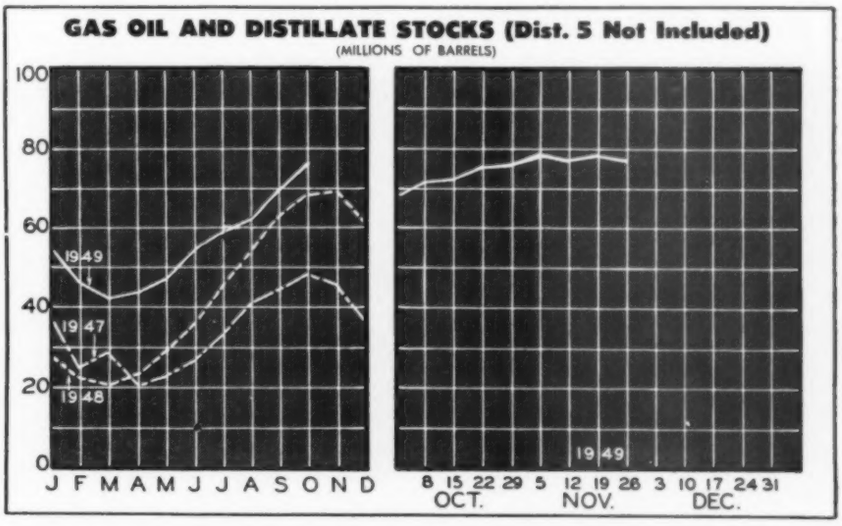
(Barrels, daily average)
Week ended Nov. 26

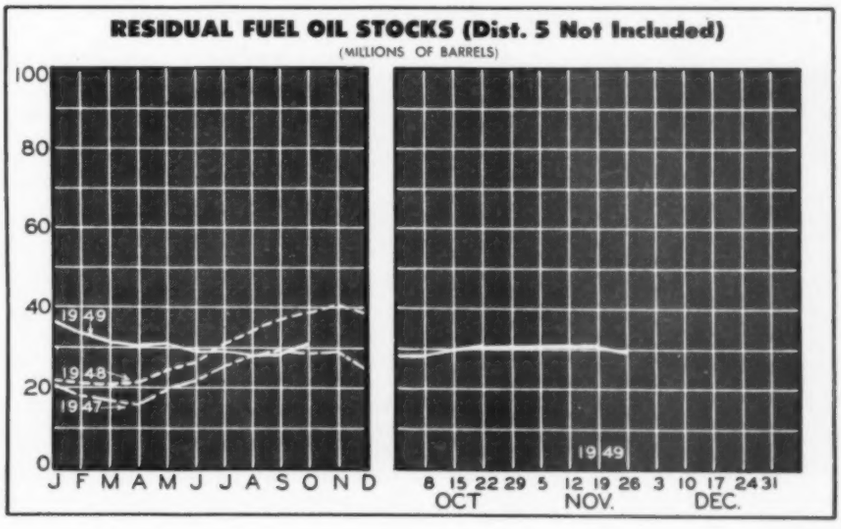
State	Crude & Condens.	Change from previous week
*New York-Pa.	36,600	+4,800
Florida	1,000	— 100
*W. Virginia	7,450	— 650
*Virginia	100	....
*Ohio S.E.	5,250	+ 750
Ohio Other	3,950	+ 550
Indiana	29,150	+ 550
Illinois	180,900	—1,200
Kentucky	24,950	— 200
Michigan	42,650	—3,300
Nebraska	** 1,150	— 50
Kansas	**290,150	—5,150
Oklahoma	**426,500	—2,100
Texas		
Dist. 1	27,350	....
Dist. 2	134,400	....
Dist. 3	419,150	+ 250
Dist. 4	206,900	+ 50
Dist. 5	37,850	....
East Texas	273,300	....
Other Dist. 6	96,700	+ 50
Dist. 7-B	63,200	....
Dist. 7-C	55,350	....
Dist. 8	646,300	....
Dist. 9	144,000	....
Dist. 10	92,300	....
Total Texas	2,196,800	+ 350
North La.	125,000	+ 250
Coastal La.	425,600	— 200
Total La.	550,600	+ 50
Arkansas	78,500	+ 450
Mississippi	100,150	+ 150
Alabama	1,350	....
N. Mex. S.E.	131,000	....
N. Mex. Other	350	....
Wyoming	126,400	—2,650
Montana	23,150	—1,300
Colorado	63,100	—3,550
Utah	2,600	+ 200
Calif.	868,050	+2,800
Total U. S.	5,191,850	—19,200
*Penna Grade crude incl.	49,400	—4,700

Breakdown of condensate production which is included in above table is as follows:

Arkansas	4,600	Texas	27,350
No. La.	6,400	Wyoming	500
Coastal La.	14,200	California	2,850
Mississippi	2,900		

** Okla., Kansas, Neb. figures are for week ended 7 a.m. Nov. 24, 1949.





Gasoline Consumption by States in August††

(American Petroleum Institute Figures)

	Tax Rate† August Cents	Month of July, 1949 Gallons	Month of Aug., 1949 Gallons	Month of Aug., 1948 Gallons	% Change	8 Months Ending With Aug., 1949 Gallons	8 Months Ending With Aug., 1948 Gallons	% Change
Alabama	6	41,614,000	45,634,000	41,555,000	+ 9.81	335,805,000	312,256,000	+ 7.54
Arizona	5	17,566,000	17,843,000	17,109,000	+ 4.29	140,068,000	136,795,000	+ 2.40
Arkansas	6½	29,733,000	31,819,000	29,213,000	+ 8.92	229,414,000	208,285,000	+10.15
California	4½	320,061,000	344,271,000	321,607,000	+ 7.04	2,495,472,000	2,395,706,000	+ 4.17
Colorado	6	45,863,000	46,749,000	43,154,000	+ 8.33	282,348,000	268,674,000	+ 5.09
Connecticut	4	43,217,000	44,188,000	41,673,000	+ 6.03	307,415,000	289,865,000	+ 6.06
Delaware	5	8,251,000	8,547,000	7,631,000	+12.00	60,680,000	55,452,000	+ 9.43
Dist. of Columbia	4	15,997,000	15,709,000	14,134,000	+11.14	119,485,000	110,375,000	+ 8.26
Florida	7	60,399,000	62,184,000	54,495,000	+14.10	523,760,000	487,892,000	+ 7.36
Georgia	*7	61,121,000	56,827,000	55,598,000	+ 2.21	453,412,000	420,449,000	+ 7.84
Idaho	6	19,017,000	20,751,000	19,368,000	+ 7.14	121,006,000	116,001,000	+ 4.32
Illinois	3	185,340,000	183,743,000	173,516,000	+ 5.89	1,374,430,000	1,300,573,000	+ 5.68
Indiana	4	98,257,000	102,086,000	94,038,000	+ 8.55	737,813,000	699,080,000	+ 5.55
Iowa	4	83,636,000	78,110,000	75,199,000	+ 3.87	595,820,000	574,675,000	+ 3.68
Kansas	5	78,535,000	68,634,000	70,413,000	— 2.53	472,212,000	460,341,000	+ 2.58
Kentucky	7	45,421,000	46,608,000	44,239,000	+ 5.35	343,719,000	323,229,000	+ 6.34
Louisiana	9	42,654,000	44,867,000	39,278,000	+14.22	318,718,000	283,615,000	+12.38
Maine	6	23,437,000	24,557,000	23,033,000	+ 6.61	143,294,000	138,498,000	+ 3.47
Maryland	5	(r)43,040,000	44,882,000	39,556,000	+13.46	**315,923,000	293,078,000	+ 7.80
Massachusetts	3	85,712,000	89,044,000	81,794,000	+ 8.86	605,640,000	567,061,000	+ 6.81
Michigan	3	166,172,000	175,222,000	160,087,000	+ 9.45	1,172,349,000	1,144,514,000	+ 2.44
Minnesota	5	86,032,000	92,487,000	83,785,000	+10.38	576,366,000	548,280,000	+ 5.13
Mississippi	6	34,045,000	35,199,000	33,449,000	+ 5.23	264,054,000	236,741,000	+11.54
Missouri	2	93,813,000	98,668,000	88,515,000	+11.47	683,050,000	648,865,000	+ 5.27
Montana	6	22,096,000	26,716,000	25,527,000	+ 4.65	150,610,000	140,185,000	+ 7.44
Nebraska	6	46,514,000	40,529,000	39,998,000	+ 1.32	278,421,000	272,620,000	+ 2.13
Nevada	4½	6,863,000	7,431,000	7,311,000	+ 1.64	44,253,000	43,825,000	+ 0.98
New Hampshire	4	13,506,000	14,308,000	13,246,000	+ 8.01	82,729,000	79,704,000	+ 3.80
New Jersey	3	110,365,000	113,275,000	106,473,000	+ 6.38	792,022,000	724,885,000	+ 9.27
New Mexico	7	(r)19,470,000	20,097,000	18,665,000	+ 7.67	135,441,000	129,318,000	+ 4.74
New York	4	236,679,000	242,466,000	221,478,000	+ 9.47	1,623,297,000	1,499,573,000	+ 8.26
North Carolina	6	69,721,000	72,005,000	64,262,000	+12.04	545,320,000	496,578,000	+ 9.82
North Dakota	4	29,100,000	37,527,000	33,353,000	+12.51	183,569,000	169,246,000	+ 8.47
Ohio	4	187,759,000	184,189,000	172,914,000	+ 6.52	1,359,671,000	1,291,792,000	+ 5.26
Oregon	6	46,020,000	49,202,000	49,313,000	— 0.23	317,639,000	311,401,000	+ 2.01
Pennsylvania	5	181,326,000	194,013,000	181,226,000	+ 7.05	1,363,606,000	1,295,349,000	+ 5.27
Rhode Island	4	14,462,000	14,789,000	14,354,000	+ 3.03	103,361,000	100,386,000	+ 2.97
South Carolina	6	35,776,000	37,678,000	33,958,000	+10.95	277,923,000	253,160,000	+ 9.79
South Dakota	4	28,630,000	29,770,000	29,026,000	+ 2.56	180,128,000	169,870,000	+ 6.04
Tennessee	7	(r)50,783,000	51,663,000	52,501,000	— 1.60	***406,259,000	381,735,000	+ 6.43
Texas	4	254,361,000	243,008,000	243,416,000	— 0.17	1,822,173,000	1,784,835,000	+ 2.10
Utah	4	18,324,000	18,851,000	18,097,000	+ 4.16	122,411,000	118,078,000	+ 3.67
Vermont	5	9,120,000	10,322,000	10,058,000	+ 2.62	61,842,000	59,551,000	+ 3.85
Virginia	6	66,230,000	69,432,000	59,719,000	+16.26	487,585,000	441,398,000	+10.47
Washington	6½	61,488,000	63,411,000	61,947,000	+ 2.36	414,216,000	409,374,000	+ 1.19
West Virginia	5	29,802,000	32,649,000	32,688,000	— 0.12	235,391,000	222,134,000	+ 5.96
Wisconsin	4	88,977,000	95,930,000	85,239,000	+12.54	608,147,000	585,661,000	+ 3.15
Wyoming	4	14,954,000	15,749,000	14,320,000	+ 9.97	85,940,000	80,332,000	+ 6.98
Total		3,371,259,000	3,463,639,000	3,241,528,000		24,354,207,000	23,081,290,000	
Daily Average		108,750,000	111,730,000	104,565,000		100,223,000	94,595,000	
Change from previous year:								
Total Change		.....	+222,111,000	.....		+1,272,917,000	.....	
Percentage change in Daily Average		.....	+6.85%	.....		+5.95%	.....	
Oklahoma	6½	62,379,000	‡	58,141,000		.....	408,731,000	

‡ Not available at time of publication.
† These are state tax rates per gallon. In addition there is the federal tax of 1.5c per gallon.
(r) Revised.
* Increased 1c per gal. August 1, 1949.
** Revised in June to 43,270,000 gal.
*** Revised in June to 54,337,000 gal.
†† In general, these figures include all gasoline sold or consumed within the confines of the state, regardless of whether it was for a taxable or nontaxable purpose.

New Effort Seen to Hike California 'Gas' Tax

Special to NPN

LOS ANGELES—The forces which tried to push a 3c gasoline tax increase through the State Assembly in 1947 and had to be content with a 1.5c increase may try for the other 1.5c in the assembly's budget session which convenes March 6.

Two California legislators are advocating another 1.5c boost, insisting it is needed to accelerate the highway program. One of them is Sen. Randolph Collier, Yreka, chairman of the Highway Planning Committee which came up with the original tax proposal, and its chief proponent. The other is Assemblyman Richard J. McCollister, Mill Valley.

* * *

JACKSON, Miss.—State Senate's adoption of resolution referring compromise 1c gasoline tax increase bill to study committee is seen by opponents of measure as effectively killing chances of its enactment in present special session of legislature.

Senate adjourned sine die Dec. 3, and House has done nothing with the tax proposal.

API Considers Speed-up Plan for 'Gas' Use Data

NPN News Bureau

NEW YORK—API Statistics Department is considering reporting, in its weekly statistical bulletins, state gasoline consumption figures as those become available. It would continue to issue its monthly bulletin summary as at present.

Department believes usefulness of the data would be improved by the special insertions in the weekly bulletins, and is soliciting opinion of everyone interested.

Publication of the August summary is a case in point. August data for 20 states were available as of Oct. 15 and for 17 more states as of Nov. 1, but publication was delayed until the Nov. 30 bulletin in the hope of reporting data for all 48 states and the District of Columbia—and Oklahoma's total still was unavailable.

Ethyl to Move Offices

NPN News Bureau

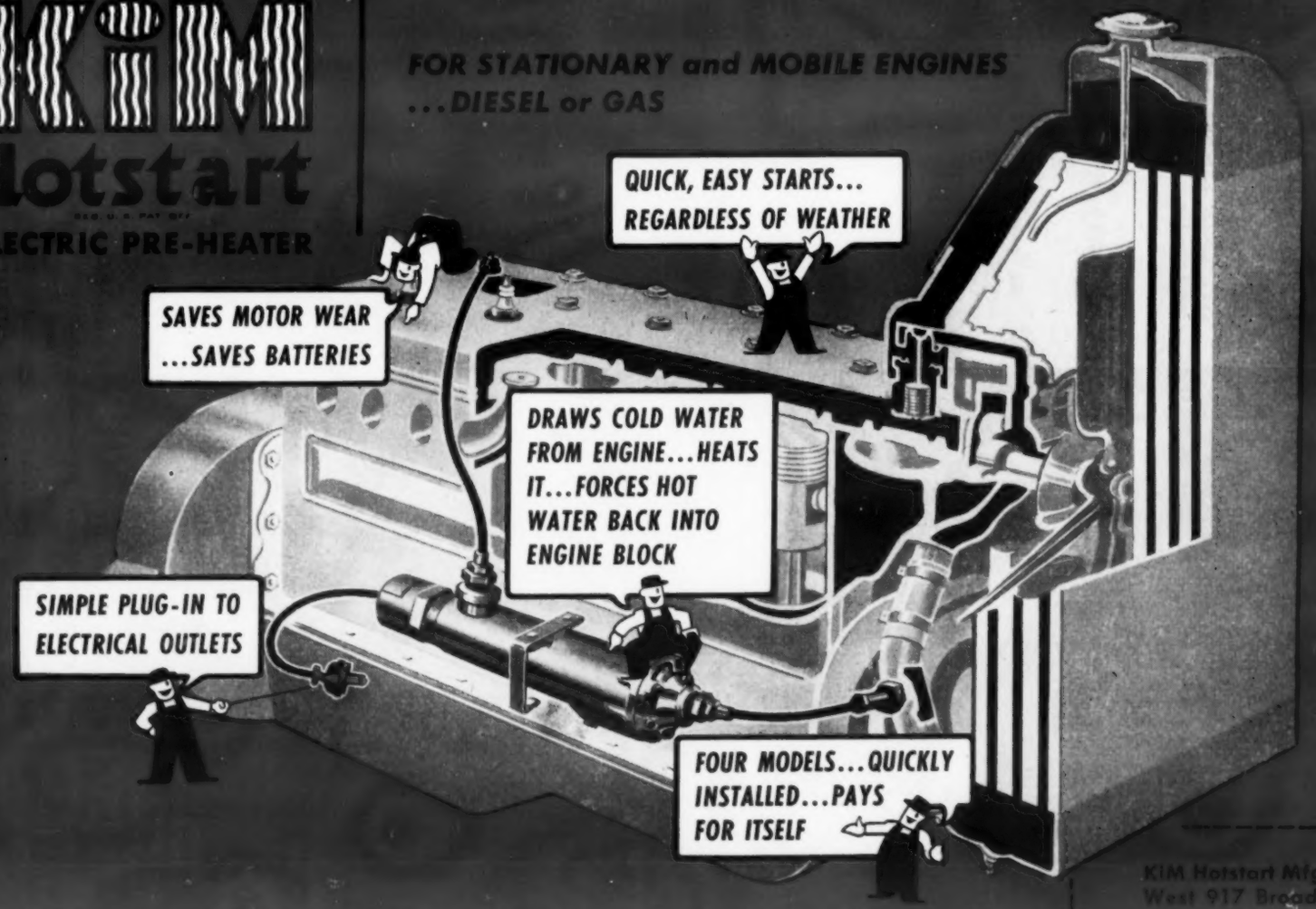
NEW YORK—Ethyl Corp. plans to move its main offices from New York's Chrysler Building to a new building at 100 Park Avenue in March or April. It has leased three floors in the new structure.

KIM Hotstart

REG. U. S. PAT. OFF.

ELECTRIC PRE-HEATER

FOR STATIONARY and MOBILE ENGINES ...DIESEL or GAS


QUICK, EASY STARTS... REGARDLESS OF WEATHER
SAVES MOTOR WEAR ...SAVES BATTERIES
DRAWS COLD WATER FROM ENGINE...HEATS IT...FORCES HOT WATER BACK INTO ENGINE BLOCK
SIMPLE PLUG-IN TO ELECTRICAL OUTLETS
FOUR MODELS...QUICKLY INSTALLED...PAYS FOR ITSELF

THE BIGGEST LITTLE INVESTMENT THAT MONEY CAN MAKE!

FOR USE ON —

FLEET TRUCKS	CRANES, TRACTORS	MINING EQUIPMENT
BUS SYSTEMS	FARM MACHINERY	LUMBER, LOGGING
PASSENGER CARS	DIESEL LOCOMOTIVES	ROAD EQUIPMENT

Patented and Manufactured by KIM HOTSTART MFG. CO., West 917 Broadway, Spokane 11, Washington

CLIP COUPON AND MAIL

KIM Hotstart Mfg. Co.
West 917 Broadway,
Spokane 11, Wn.

Please send literature, prices and name of local dealer

Name _____

Company _____

Street City Zone State

Oil Company Promotion, Advertising

Retail window display of Slavin's Service Station, Lakewood, N. J., featuring Esso Products and entered in contest highlighting community's "Parade of Progress" brand educational program. Sponsored by local Chamber of Commerce in co-operation with Brand Names Foundation, Inc., of New York, 10-day "Parade" was aimed at focusing attention on services of manufacturers' brand names and advertising. Schools, women's clubs, municipal agencies and retailers participated

Shell Oil Co. is incorporating changes aimed at standardization of the company emblem in an official manual. Specifications governing size, shape, lettering and coloring, laid down in rigid form beginning in mid-1946 are the basis of changes. The company has adopted as official design the "Research" shell, appearing in magazine advertisements about Shell research. This emblem has a three-dimensional appearance, is as broad as it is tall, and has no lettering other than the word "SHELL" in modified Futura Bold capital letters.

A simplified two-dimensional version is currently in use on painted highway signs, large storage tanks, and in general in printing on surfaces that do not lend themselves to ordinary mechanical methods of reproduction. It is also being used for extremely small emblems on which reproduction of three-dimensional shading would be difficult.

* * *

An association of service station dealers in Allegheny County, Pa., struck a note in a recent member bulletin that should be sounded more often by trade associations. Members are reminded of a growing source of additional service work. The association points out that convertible cars are on the increase and that each one now has a separate power unit for operating the top which requires servicing from time to time. The bulletin quotes service requirements on various makes made available by Socony-Vacuum.

Standard Oil Co. (Ohio) will celebrate its 80th birthday, Jan. 10, 1950, by sponsoring 10 radio broadcasts of Sunday afternoon twilight concerts of the Cleveland Orchestra, beginning Jan. 8.

The concerts, to be broadcast statewide over 10 Ohio stations on successive Sundays, will be without commercial announcements and will serve as an expression of the company's appreciation to the people of Ohio. Board Chairman W. T. Holliday or President Clyde T. Foster will speak briefly on the history and development of Sohio during short mid-concert intermissions. Programs will include popular light numbers.

* * *

Art work in national advertising of Pennsylvania motor oils has been given an award for excellence from Art Directors Club of Cleveland. Layouts were done by Montgomery-Fessenmeyer-Ward studio of Cleveland.

Advertising in 92 million copies of "slick" magazines of national circulation was aimed at publicizing distinctive merits of lube oils made from Pennsylvania Grade crude, and was financed by members of Pennsylvania Grade Crude Oil Assn.

Oil men on National Committee for LP-gas promotion are shown here discussing plans for participation of producers in nationwide LP-gas campaign at meeting in Chicago Nov. 3-4. Shown left to right are: F. L. Rice, manager, public relations department, Phillips Petroleum Co. (representing George P. Bunn, general manager, gas-gasoline division); William F. Lowe, secretary-treasurer, Natural Gasoline Assn. of America; Harold Dunn, president, Shamrock Oil & Gas Corp.; Allen James, public relations director, Warren Petroleum Corp.; and Howard E. Felt, Warren Petroleum vice president

You're SAFE THREE WAYS

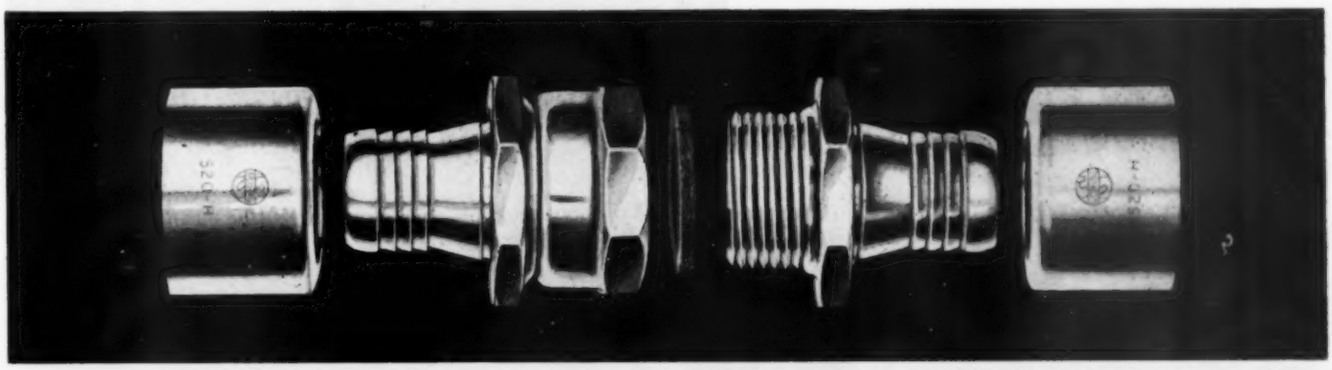
When You Order Hose Equipped with Scovill Couplings

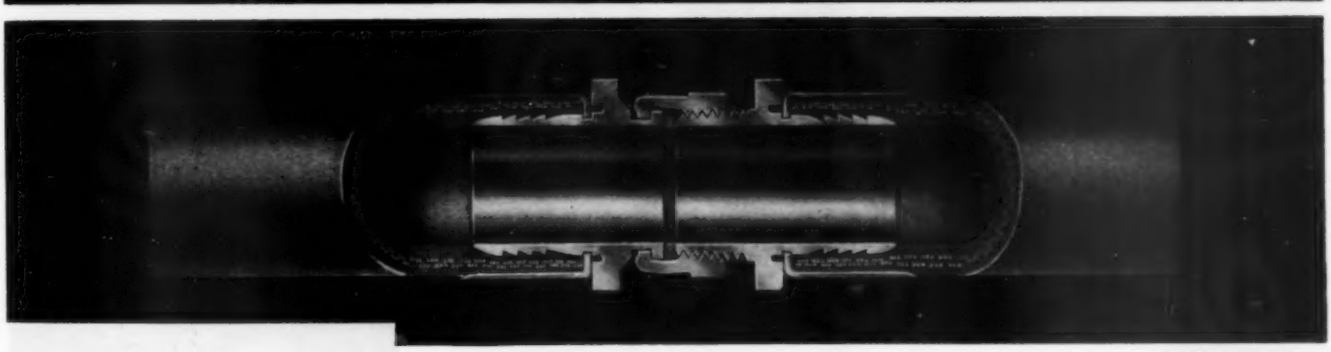
YOU'RE SAFE with Scovill's permanent *machine-applied* couplings. It's the only way to get a *sure* static connection.

YOU'RE SAFE with Scovill's lock-on ferrule which becomes an integral part of the coupling. Seal is completely gas-tight even when subjected a long time to freon gas under 200 psi!

YOU'RE SAFE with Scovill's unique method of securing coupling to hose without injury. After 7 million "flexes", coupling held secure and line showed no sign of failure. And the full flow passage (inside diameter of both coupling and hose identical) means no flow-impeding turbulence.

So you prevent *accidents*, *leaks* and *hose wear* with Scovill 520-H Couplings—the permanent couplings of two-piece design, lighter for easier handling, machined from solid brass forgings for greatest strength. A wide range of ferrule sizes provides uniform assemblies regardless of variations, within commercial tolerances, of hose wall thickness.





TRIPLE TESTING PROVES SCOVILL DEPENDABILITY

PRESSURE test proves Scovill coupling holds beyond bursting pressure of hose.

FLEXING test proves Scovill coupling does not weaken hose.

PULL test proves Scovill coupling holds beyond tensile strength of hose.

Write us for Bulletin 520-H

SCOVILL MANUFACTURING COMPANY
MERCHANDISE DIVISION, 81 MILL STREET,
WATERBURY 91, CONN.

A PRODUCT OF SCOVILL

SCOVILL TRIPLE-TESTED *Couplings*

GIVE MAXIMUM FLOW, SAFETY AND HOSE LIFE

About Oil People

Young Jobbers

Mr. Sink

Oil, basketball and steel are major factors in the career of Ralph K. Sink, partner in Price Oil Co., Ottawa, Kans. Today the emphasis is on oil.

Joining Price Oil in 1947 after 13 years with Inland Steel Corp., he has taken charge of service station operations, selling a complete line of merchandise. As for basketball, Ralph's story goes back to his high school days, when he was a hardwood star. Subsequently he managed several basketball teams for Inland Steel, one of which became well known in Michigan, Wisconsin, Indiana and Illinois.

A nephew of his partner—Walter M. Price, who asked him to join the company—Ralph says his company operates a tank wagon calling on rural customers and distributes tractor fuels and heating oils as well as gasoline. Price Oil Co. is distributor for Derby Oil Co., Wichita, Kans.

Born on a farm near Camden, Ind., in 1916, Ralph is a graduate of Camden High School, where he was a four-letter man. He is a member of the Baptist Church, Masonic Lodge, Ottawa Lodge No. 18, AF & AM, local Chamber of Commerce, and is active in PTA work. He is married, with three daughters, age nine, six and four.

M. Jackson Barrett has acquired all outstanding stock of Barrett Oil Co. Inc., Savannah, Ga., from **Perry F. Wheeler** and **James O. Dukes, Jr.**, and is new company president. Barrett Oil is distributor for Standard Oil of Kentucky and has 27 service station outlets. Other new officers are **Mrs. S. Marie Barrett**, vice president; and **Charles E. Williams, Jr.**, secretary.

Active in the service station field for a number of years, Mr. Barrett organized the Barrett Oil Co. in 1945, following acquisition of the gasoline jobbing business of Denmark Oil Co.

* * *

New officers of Cincinnati Oil Club chosen at annual election Nov. 17, are: **George Panuska,** Tressler Oil Co., president; **Frank Mullay,** Gulf Refining Co., vice president; **James Feck,** Feck Oil Corp., secretary; and **A. J. Nelson,** Pure Oil Co., treasurer.

* * *

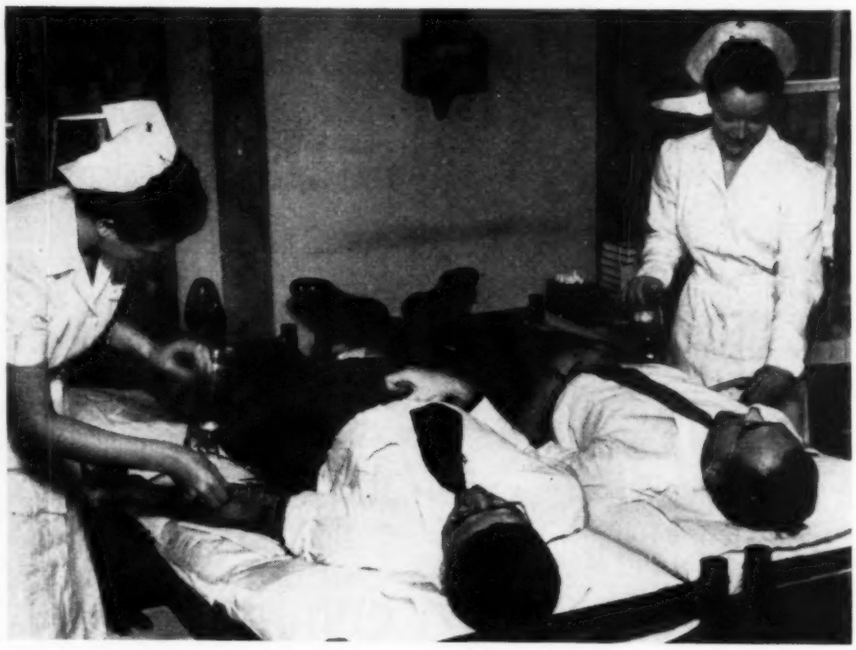
New manager of Foreign Shipping Department, Socony-Vacuum Oil Co., Inc., effective Jan. 1, will be **L. R. Owen,** succeeding the late J. T. Lockwood. Taking Mr. Owen's place as member of foreign trade committee in charge of Turkey and Greece will be **H. R. Arnold,** general manager of Socony's Levant division.

* * *

Dr. A. A. O'Kelly, associate director of research and development department, Socony-Vacuum Oil Co., Inc., Paulsboro, N. J., has been elected president of Petroleum Division, American Chemical Society. He will take office Jan. 1, 1950.

* * *

George S. Walden is new head of the petroleum unit in Office of the Special Representative in Paris, Economic Co-operation Administration. He is former board chairman and chief executive officer of Standard-Vacuum Oil Co. He served with other oil companies for 25 years before his association with Standard-Vacuum from 1934 to 1946, when he retired. Mr. Walden has held several executive positions in foreign trade and was stationed in Europe for many years.



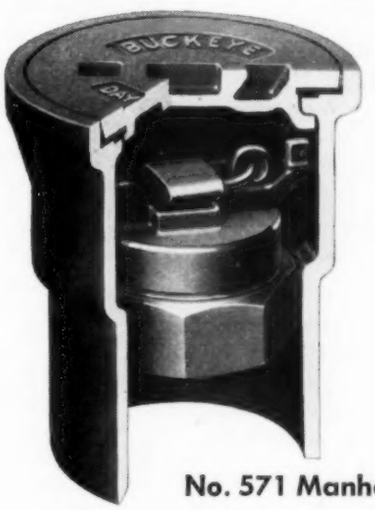
Socony-Vacuum Oil Co. employes Dana R. Crocker (left) and William Broderick are shown giving a pint of blood at bloodmobile unit in company's New York office recently. Nurses are Jennie Vodopivic (left) and Kathlene Kurk. Socony is a pioneer in New York area volunteer blood program, being first of major oil companies to participate. More than 130 donations were made in recent drive, in which Standard-Vacuum Oil Co. employes also took part

Buckeye COMPLETE SERVICE STATION LINE

MANHOLES

NOZZLE VALVES

Water-Tight



No. 571 Manhole Flush Fill Box

Water doesn't leak into the gasoline where Buckeye No. 571 Flush Fill Boxes are used. Leather gaskets under the quick-acting top lid and under the lower brass lock lid keep them perfectly watertight. They are ideal fittings for gauging purposes too.

The heavy cast-iron body is deep enough to be set firmly in the concrete. The inside brass fill cap (body and lock lid) is screwed on to the fill pipe, eliminating strain on the manhole or pipe connections should the tank settle.

All other items in the Buckeye complete line of service station equipment are engineered and manufactured with the same care and precision that makes the Buckeye No. 571 the finest fitting of its kind. Whatever you need, it's *Buckeye* for service and long wear.

Buckeye also makes a complete line of Bulk Plant and Tank Truck equipment . . . designed to meet particular needs of particular men. Mail the coupon for details on all Buckeye equipment.

VERTICAL CHECK VALVES

ANGLE CHECK VALVES

FILL BOXES

FOOT VALVES

Buckeye

DAYTON

Valves and Fittings for Service Stations, Bulk Plants and Tank Trucks

MAIL COUPON FOR COMPLETE DETAILS

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P.O. Box 883, Dayton 1, Ohio

Please send details on the Buckeye complete line.

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CITY _____ STATE _____

COMPACT *Series "K" Roper Pumps*

EASY TO INSTALL AND APPLY ON A WIDE RANGE OF JOBS

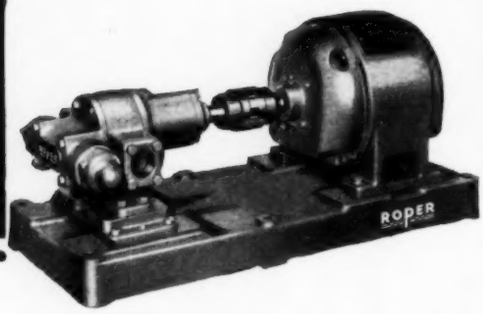


Fig. 26K Motor-Driven Pump Unit with built-in relief valve head is available in all sizes. Also Fig. 25K with head less relief valve. Includes bedplate and coupling to suit standard motor frames. Furnished with or without motor.

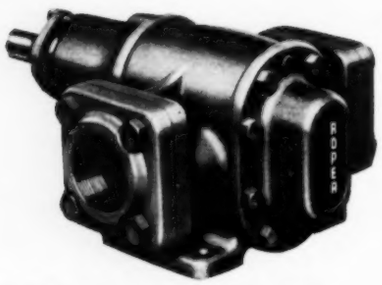


Fig. 1K Pump Head with packed box, built in 5, 10, 15, 20, 30, 40, and 50 g.p.m. sizes. Fig. 2K has built-in relief valve. Mechanical seal available on all models.

Yes, you can save space and reduce power costs with Roper Series "K" Pumps. They are very compact in design, yet sturdy enough to handle a wide range of jobs . . . pressure lubrication, hydraulic service, fuel supply, or transfer work pumping clean liquids at capacities up to 50 g.p.m.

They are self-lubricated by the liquid pumped . . . handle total suction lifts up to 25 feet . . . come equipped with mechanical seal or packed box . . . with or without relief valve.

Venturi suction and discharge principle provides properly proportioned distribution of liquid pumped, thereby minimizing energy loss through turbulence, cavitation, or friction.

Series "K" pumps are available in ¾ to 50 g.p.m. sizes, pressures to 150 p.s.i.

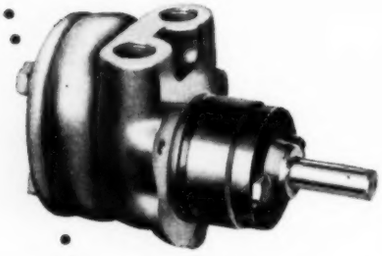


Fig. 17K Pump Head with mechanical seal. Capacities ¾,1½, and 3 g.p.m. sizes. Packed box is available. Fig. 18 K is equipped with built-in relief valve.

Write for Latest Bulletin

GEO. D. ROPER CORPORATION
412 Blackhawk Park Avenue
ROCKFORD, ILLINOIS

SEE OUR CATALOG IN SWEET'S

ROPER *Rotary Pumps*

ABOUT OIL PEOPLE

Mr. Craig

Mr. Walton

Mr. Arnold

Reorganization of Gulf Oil Corp.'s domestic sales department has resulted in appointment to new positions of 10 Gulf employes.

John F. Walton, Jr. formerly an assistant general manager of fuel oil sales, has been named general sales manager of special accounts and federal government sales of all products.

L. F. Craig, previously an assistant general manager of fuel oil sales, has been appointed general sales manager of special products, and will direct the marketing of such products as naphtha, stock oil, LP-gas, petroleum coke and asphalt.

R. C. Arnold, formerly assistant division manager in Louisville sales division, has been named general sales manager of extra-divisional market development. He will be responsible for marketing of all products in Canada, Mexico, Puerto Rico and western United States.

John P. Knight, formerly with Gulf aviation department, has been named assistant general sales manager of special accounts and federal government sales.

M. J. St. Clair, engaged in fuel oil sales for the company, has been named administrative assistant under **R. M. Bartlett,** vice president of general sales.

Also appointed are the following regional managers in the general sales department:

R. B. James, Boston, formerly assistant in Boston fuel oil department; **John Pennywitt,** New York, formerly assistant New York division manager in charge of fuel oil sales, to be assisted by **B. B. Bloys** with title assistant regional manager; **J. A. Guyton,** Jacksonville, Fla., formerly assistant Atlanta division manager in charge of fuel oil sales; and **H. P. Roby** Chicago, formerly Chicago district manager.

This Week Continental Oil Company Salutes . . .

Cliff L. Spencer
Evanston, Wyoming

If horses don't like Cliff L. Spencer, there's a good reason for it. For Cliff did his share in sending the nags on the way to the race tracks and oblivion.

Mr. Spencer is the son of early settlers who made the long trek to the West with Mormon pioneers. Born in Randolph, Utah, he went to school in a log cabin and worked in his father's store and on a cattle ranch until 14 years old. Then he went along with his parents to Evanston, Wyoming, where his father bought an interest in the Transcontinental Garage. Both he and his father took jobs in the garage in order to learn the business.

In 1929, father and son bought the Rocky Mountain Livery Stable . . . kicked out the horses . . . and turned the building into a garage. And horses have never forgiven Cliff! To this day, whenever he meets one of the critters, it tries to take a quick bite out of him and then races hell-for-leather to another part of the pasture.

But motorists, farmers and service station operators like Cliff fine. Because he and his father started off their business right away with the finest products they could find to sell . . . Conoco.

In 1931, J. F. Spencer was killed while driving a tank truck. Cliff immediately took over the $16,000 mortgage on the former livery stable.

With the easy acceptance of Conoco Products, built up by Continental Oil Company's extensive national advertising . . . and with the sales and merchandising help Continental's marketers give jobbers . . . Cliff was able to pay off the mortgage in only three years!

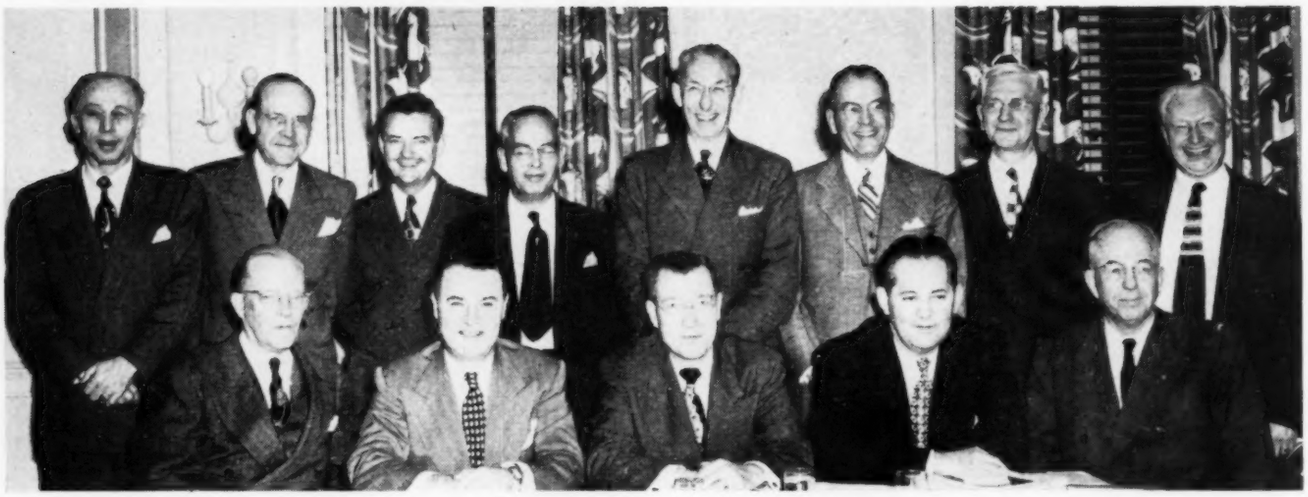
In 1939, he purchased the most prominent business location in Evanston and built a modernistic two-island service station and a six-unit motel. Business slowed down a little during the war, but Cliff was never in trouble. And the last five years have seen his business nearly double.

Continental Oil Company considers it an honor to salute Cliff Spencer and the thousands of other independent jobbers in the United States. It is men like this who have made the oil industry outstanding in the integrity of its service to the American people.

We'd like more progressive jobbers like Cliff Spencer. If you are interested in teaming up with Continental—in growing with Conoco in your own territory, why not write to the Continental Oil Company office nearest you, or to Ponca City, Oklahoma? If you're not within reach of Continental's gasoline supply, perhaps you would be interested in selling the nationally advertised Conoco Nth Motor Oil

Advertisement

ABOUT OIL PEOPLE



Pictured here is the board of directors of the American Petroleum Credit Assn. attending the convention held in Chicago. Standing, left to right: L. T. Kendrick, Gulf Oil Corp., Atlanta; E. W. Hesse, Phillips Petroleum Co., Bartlesville; J. W. Stout, Warren Petroleum Corp., Tulsa; E. P. Simmons, Magnolia Petroleum Co., Dallas; J. A. Walker, Standard Oil Co. of Calif., San Francisco; H. R. Wakefield, Sun Oil Co., Philadelphia; W. W. Witmer, American Mineral Spirits Co., New York; M. V. Johnston, Gulf Oil Corp., Pittsburgh. Seated, left to right: W. W. Rogers, Pure Oil Co., Chicago; Douglas E. Burroughs, Shell Oil Co., Inc., New York, vice president; Arch E. Fletcher, Standard Oil Co. (Ohio), Cleveland, newly elected president; S. J. Haider, National Assn. of Credit Men, St. Louis, secretary; and Harry E. Butcher, Cities Service Oil Co., Chicago, treasurer. Mr. Simmons, Mr. Walker and Mr. Wakefield are regional vice presidents

At the recent American Petroleum Credit convention in Chicago someone thoughtfully called attention to three members absent due to illness. Letters to the three men, **Lee Blankenship,** Eareco Oil Co., Tulsa; **Ray Gordon,** Shell Oil Co., Inc., St. Louis; and **S. J. Kane,** Tide Water Associated, New York, were signed by all present.

Matt Roberts, Tide Water Associated, Tulsa, made the presentation to retiring president **W. W. Rogers,** Pure Oil Co., Chicago, of a motor-driven sander suitable for use in furthering the Rogers woodworking hobby. At the same time the association decided to present an engraved scroll to the many past presidents who are still active in the association.

In the course of his presentation speech Mr. Roberts admitted that he is, as charged, an evangelist who devotes his efforts to getting customers to hit the sawdust trail to solvency and to make contributions to his collection plate.

A new post of publicity chairman was created at the convention and **D. E. Grant,** Socony-Vacuum Oil Co., Inc., Chicago, will undertake a new program of bulletins to members.

Oil men who occasionally have charge of conventions and other meetings may be interested in an improved method of self-introductions. In small gatherings where it is considered desirable to identify each individual for the benefit of the entire gathering it is usual for the chairman to ask each man to rise, give his name and company connection. At the credit convention printed slips where passed out with the request that the information be written in blank spaces provided, after which the secretary read off the names and each individual rose briefly as his name was called.

* * *

New River Oils, Inc., Pulaski, Va., has recently added bulk storage for fuel oil and kerosine and a 1,500-gal. tank truck at Blacksbury, Va. Company is headed by **Grover C. Bowling,** president, now inactive, with **William D. Macgill, Jr.,** vice president, and **J. D. Gray** secretary-treasurer. New River Oils distributes Socony-Vacuum Oil Co. products, operates two tank trucks and one dray, and has total storage capacity of 75,000 gals.

Mr. Macgill is a member of Virginia Oil Men's Assn., Virginia Petroleum Jobbers Assn., Presbyterian Church, Lions Club and Elks Club. Mr. Gray has membership in Kiwanis Club, Methodist Church, Virginia Oil Men's Assn. and Virginia Petroleum Assn.

* * *

R. P. Henderson, owner and manager of Henderson's Fuel Oil & Service Station, Norfolk, Va., has recently added a 1,200-gal. fuel oil truck and is using personal letters to promote business.

* * *

Claude Wild, Jr., of Austin, Tex., a recent graduate of the University of Texas Law School, has been named an attorney for the Mid-Continent Oil & Gas Assn. and is now assigned to the Washington, D. C., office of the association. Mr. Wild succeeds **Harold L. Kennedy,** who resigned recently to become Washington representative for the Ohio Oil Co.

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Here, in effect, our tanker is a cost-cutting tool for "little business"—helping to keep gas and oil prices down, business volume up.

The same thing is true of Socony-Vacuum's modern laboratories—the advanced refining methods and equipment with which we work to produce the *most* product of *highest* quality at *lowest* cost.

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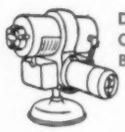
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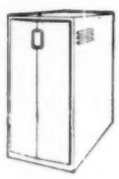
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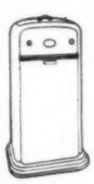
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